

Table 6A. Income and Cash Operating Cost Summary, Lettuce (Spring), 1995

COUNTY: Cochise FARM: SE AZ Vegetables WATER SOURCE: Ks NG TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 467.0 Ct/Acre PREVIOUS CROP: Chile, Green DATE: 08/20/95

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Lettuce	Crtn	467.00	\$6.1800	\$2,886.06	\$2,886.06	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					65.03	_____
Tractor/Self Propelled				31.50		_____
Irrigation				31.57		_____
Other/Contract				1.96		_____
Chemicals & Custom Applications					391.75	_____
Fertilizers				150.21		_____
Insecticides				194.45		_____
Herbicides				47.09		_____
Farm Machinery and Vehicles					37.10	_____
Diesel Fuel				15.21		_____
Repairs & Maint.				21.89		_____
Irrigation (excluding labor)					204.18	_____
Natural Gas/Pumping				175.07		_____
Repairs & Maint.				29.11		_____
Other Purchased Inputs & Services					236.10	_____
Seed/Transplants				86.10		_____
Other Services & Rentals				150.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					934.15	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Custom Harvest/Post Harvest					1,587.80	_____
Other Materials					490.35	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					2,078.15	_____
OPERATING OVERHEAD->PICKUP USE					14.55	_____
OPERATING INTEREST AT 9.0%					17.25	_____
TOTAL CASH OPERATING EXPENSES					\$3,044.11	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$158.05)	_____

Notes: The above figures do not include ownership costs, see Table 6B on Next Page for detailed cost allocation.

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Item	- CASH COST BASIS (\$/ACRE) - Income & Costs Net Returns		- TOTAL COST BASIS (\$/ACRE) - Income & Costs Net Returns	
TOTAL INCOME at \$ 6.1800/Ct	\$2,886.06		\$2,886.06	
TOTAL OPERATING EXPENSES	3,044.10		3,044.10	
RETURN OVER CASH OPERATING EXPENSES		(\$158.04)		(\$158.04)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	4.48		4.48	
Wells & Irrig. System	14.82		14.82	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	152.20		152.20	
General Farm Maint. (3% of Tot. Oper. Exp.)	91.32		91.32	
Total Cash Overhead Expenses	262.82		262.82	
Total Cash Oper. & Over. Cost	3,306.93		3,306.93	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(420.87)		(420.87)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			23.84	
Wells & Irrig. System			59.34	
Interest on Equity, Machinery & Vehicles			12.51	
Wells & Irrig. System			29.84	
Total Capital Allocations			125.52	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		(420.87)		
RETURNS TO LAND, MANAGEMENT & RISK				(546.39)
Land Cost / Rent or Lease	45.00		45.00	
Total Land Costs	45.00		45.00	
RETURNS TO MANAGEMENT, CAPITAL & RISK		(465.87)		
RETURNS TO MANAGEMENT & RISK				(591.39)
Management Services (6% of Tot. Oper. Exp.)			182.64	
TOTAL OWNERSHIP COST	307.82		616.00	
TOTAL COST	\$3,351.93		\$3,660.10	
RETURN TO MANAGEMENT, CAPITAL & RISK		(\$465.87)		
RETURN TO RISK (PROFITS)				(\$774.04)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Ct)		\$6.51		\$6.51
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.65		\$1.31
BREAK-EVEN PRICE TO COVER TOTAL COST		\$7.17		\$7.83

Table 6C. Variable Operating Costs; Lettuce (Spring), 1995

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No.	Month	First Operation	Hours * -		Operating Costs (\$/Acre*)				Total Times	Tot. Cash Expense	Class		
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials				Total	
1	Dec	Disk	0.225	0.250	2.50	1.96			4.46	3.0	13.37	L	
2	Dec	Plow	0.321	0.357	4.50	2.80			7.30	1.0	7.30	L	
3	Dec	Laser Level	0.900	2.000	9.15	14.37			23.52	0.3	7.05	L	
4	Dec	Landplane	0.225	0.250	2.30	1.96			4.26	0.5	2.13	L	
5	Dec	Apply Fert/Ground	0.075	0.083	0.69	0.65		83.87	85.21	1.0	85.21	G	
6	Jan	Apply Herbicide/Ground	0.113	0.125	1.21	0.98		47.09	49.28	1.0	49.28	G	
7	Jan	List	0.180	0.200	1.91	1.57			3.48	1.0	3.48	L	
8	Jan	Plant	0.333	0.370	3.72	2.90		86.10	92.72	1.0	92.72	L	
9	Jan	Buck Rows	0.022	0.025	0.15	0.20			0.35	3.0	1.06	G	
10	Jan	Irrigate		0.847	42.98	6.64			49.62	1.0	49.62	G	
11	Jan	Irrigate		0.212	10.75	1.66			12.41	15.0	186.15	G	
12	Jan	Disk Ends	0.022	0.025	0.25	0.20			0.45	2.0	0.89	G	
13	Jan	Cultivate	0.300	0.333	2.37	2.61			4.98	3.0	14.94	G	
14	Jan	Apply Fert/Ground	0.150	0.167	1.56	1.31		33.17	36.04	2.0	72.07	G	
15	Feb	Thinning						75.00	75.00	1.0	75.00	G	
16	Mar	Apply Insecticide/Air						5.55	20.63	26.18	4.0	104.72	G
17	Mar	Hand Weeding						75.00	75.00	1.0	75.00	G	
18	Apr	Apply Insecticide/Air						5.55	2.02	7.57	1.0	7.57	G
19	Apr	Apply Insecticide/Air						5.55	35.52	41.07	2.0	82.14	G
20	May	Harvest 467.0 Ct						1,587.80	490.35	2,078.15	1.0	2,078.15	H
21	May	Disk Residue	0.225	0.250	2.50	1.96			4.46	1.0	4.46	L	
		Pickup Use 60 Mi/Ac	2.000		14.54							14.54	O
		Operating Interest at 9.00%						20.09				20.09	O
TOTAL CASH OPERATING EXPENSES:					\$255.88	\$65.02	\$1,796.74	\$929.33			\$3,046.97	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		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)							
		Prices ->		-25%	-10%	Budgeted	+10%	+25%	
Land Preparation (L)	\$130.52								
Growing (G)	803.65								
Harvest (H)	2,078.15	Yields		\$4.63	\$5.56	\$6.18	\$6.79	\$7.72 Break-even	
Post Harvest (P)	0.00								
Marketing (M)	0.00	-25%	350.2	-904.02	-579.33	-362.88	-146.43	178.25	7.21
Operating Overhead (O)	34.63	-10%	420.3	-891.06	-501.44	-241.69	18.04	407.66	6.75
		Budgeted	467.0	-882.42	-449.51	-160.90	127.69	560.60	6.52
		+10%	513.7	-873.78	-397.58	-80.11	237.34	713.54	6.33
		+25%	583.7	-860.82	-319.68	41.06	401.82	942.96	6.10
		Break-even Yield		5,236.85	871.23	560.01	412.61	295.82	
Total (T)	\$3,046.96								

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Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
DEC P			1.41		11.59	10.70	83.87			106.16
JAN C	3.0	18.0	2.79		78.30	21.88	80.26	86.10		266.54
FEB C	3.0	9.0	1.41		38.83	11.06	33.17		75.00	158.06
MAR C	5.0	15.0	1.39		56.12	10.92	61.91		91.65	220.60
APR C	4.0	12.0	0.84		43.00	6.65	93.68		22.20	165.53
MAY C	1.0	3.0	0.48		13.49	3.82		490.35	1,587.80	2,095.46
Pickup Use	60 Mi/Ac				14.54					14.54
Operating Interest	at 9.0%								20.08	20.08
Total	16.0	57.0	8.34		255.88	65.03	352.89	576.45	1,796.73	3,046.98
%					8.39	2.13	11.58	18.91	58.96	100.00

TOTAL RESOURCES REQUIREMENTS(/Acre)		TOTAL ENERGY REQUIREMENTS(/Acre)	
Total N	270.3 lbs	Diesel Fuel	20.2 Gal
Total P	238.5 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	6.0 Gal
Total Labor	8.3 Hrs		
Total Water	57.0 AI	Natural Gas/Pumping	460.9 Therms
		All Direct Energy	49.6 M BTU

EQUIPMENT REQUIREMENTS(/Acre)			
Tractor, 125 PTO HP, MFWD	1.97 Hrs	Offset Disk, 12'	0.90 Hrs
Blade Scraper, 10'	0.27 Hrs	Laser Receiver, Mast System	0.27 Hrs
Landplane 12'X 45'	0.11 Hrs	Fertilizer Broadcaster, Towed	0.08 Hrs
Lister, 5 Bottom	0.18 Hrs	Tractor, 100 PTO HP, MFWD	1.64 Hrs
Planter, Stanhay, 2 Row	0.33 Hrs	Rowbuck, 10'	0.07 Hrs
Rolling Cultivator, 4 Rw	0.90 Hrs	Fert. Side Dress Unit, 4Row	0.30 Hrs
		Moldboard Plow, 4-16 2 Way	0.32 Hrs
		Laser Trailer	0.27 Hrs
		Directed Spray Rig, 16 Row	0.11 Hrs
		Bed Shaper, 4 Rw	0.33 Hrs
		Offset Disk, 16.5'	0.04 Hrs
		Pickup Truck, 1/2 Ton	2.00 Hrs

MATERIALS REQUIREMENTS(/Acre)			
11-53-00, Dry	450.00 Lb	Benefin	3.00 Pt
Water, Pump	57.00 AI	46-00-00, Urea 46	480.00 Lb
Endosulfan	8.00 Pt	BT	2.00 Lb
Lettuce Cartons	467.00 Ct	Head Lettuce Sd	200.00 Th
		Methomyl	8.00 Pt
		Chlorpyrifos	12.00 Pt

LABOR REQUIREMENTS(/Acre)			
Tractor	4.02 Hrs	Other	0.30 Hrs
		Irrigators	4.03 Hrs

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

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No.	First Month	Times	Operation	Equipment/Custom Oper. HP Self-Prop./Implem.	Job Rate Acres/Hr	Material Use & Cost Name Appl. Rate	Service Cost \$/Unit	Labor \$/Unit	Type
1	Dec	3.0	Disk	125 Offset Disk, 12'	4.00				Tractor
2	Dec	1.0	Plow	125 Moldboard Plow, 4-16 2	2.80				Tractor
3	Dec	0.3	Laser Level	125 Blade Scraper, 10' Laser Receiver, Mast Sy Laser Trailer	1.00				Tractor Other
4	Dec	0.5	Landplane	125 Landplane 12'X 45'	4.00				Tractor
5	Dec	1.0	Apply Fert/Ground	125 Fertilizer Broadcaster,	12.00	11-53-00, Dry	450.00 Lb	355.00 Tn	Tractor
6	Jan	1.0	Apply Herbicide/Ground	125 Directed Spray Rig, 16	8.00	Benefin	3.00 Pt	14.95 Ga	Tractor
7	Jan	1.0	List	125 Lister, 5 Bottom	5.00				Tractor
8	Jan	1.0	Plant	100 Bed Shaper, 4 Rw Planter, Stanhay, 2 Row	2.70	Head Lettuce Sd	200.00 Th	0.41 Th	Tractor
9	Jan	3.0	Buck Rows	100 Rowbuck, 10'	40.00				Tractor
10	Jan	1.0	Irrigate		1.18	Water, Pump	12.00 AI	42.98 AF	Irrigator
11	Jan	15.0	Irrigate		4.72	Water, Pump	3.00 AI	42.98 AF	Irrigator
12	Jan	2.0	Disk Ends	100 Offset Disk, 16.5'	40.00				Tractor
13	Jan	3.0	Cultivate	100 Rolling Cultivator, 4 R	3.00				Tractor
14	Jan	2.0	Apply Fert/Ground	100 Fert. Side Dress Unit,	6.00	46-00-00, Urea 46	240.00 Lb	263.25 Tn	Tractor
15	Feb	1.0	Thinning	CST Thinning				75.00 Ac	
16	Mar	4.0	Apply Insecticide/Air	CST Air Spray, 5 Gal Mi		Methomyl Endosulfan	2.00 Pt 2.00 Pt	42.68 Ga 35.94 Ga	5.55 Ac
17	Mar	1.0	Hand Weeding	CST Hand Weeding				75.00 Ac	
18	Apr	1.0	Apply Insecticide/Air	CST Air Spray, 5 Gal Mi		BT	2.00 Lb	0.96 Lb	5.55 Ac
19	Apr	2.0	Apply Insecticide/Air	CST Air Spray, 5 Gal Mi		Chlorpyrifos	6.00 Pt	45.10 Ga	5.55 Ac
20	May	1.0	Harvest	CST Harvest-Load-Haul L		Lettuce Cartons	467.00 Ct	1.00 Ct	3.40 Ct
21	May	1.0	Disk Residue	125 Offset Disk, 12'	4.00				Tractor
			Pickup Use	60 Mi/Ac Pickup Truck, 1/2 Ton	0.50				

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