

COUNTY: Cochise                      FARM: SE AZ Vegetables                      WATER SOURCE: Ks E                      TILLAGE: Conventional  
 CROP: Garlic                              ACRES: 1.0                              IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Kansas Settlement              YIELD: 780.0 Ct/Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 08/20/95

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Garlic	Crtn	780.00	\$1.2900	\$1,006.20	\$1,006.20	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					67.87	_____
Tractor/Self Propelled				29.98		_____
Irrigation				31.36		_____
Other/Contract				6.53		_____
Chemicals & Custom Applications					221.22	_____
Fertilizers				139.87		_____
Herbicides				81.34		_____
Farm Machinery and Vehicles					35.10	_____
Diesel Fuel				12.73		_____
Repairs & Maint.				22.37		_____
Irrigation (excluding labor)					235.30	_____
Pump Energy - Elect.				217.69		_____
Repairs & Maint.				17.61		_____
Other Purchased Inputs & Services					10.00	_____
Other Services & Rentals				10.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					569.49	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					0.39	_____
Tractor/Self Propelled				0.39		_____
Farm Machinery and Vehicles					0.46	_____
Diesel Fuel				0.17		_____
Repairs & Maint.				0.30		_____
Custom Harvest/Post Harvest					2,892.50	_____
Other Materials					778.05	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					3,671.40	_____
OPERATING OVERHEAD->PICKUP USE					14.55	_____
OPERATING INTEREST AT 9.0%					12.69	_____
TOTAL CASH OPERATING EXPENSES					\$4,268.14	_____
RETURNS OVER CASH OPERATING EXPENSES					( \$3,261.94)	_____

Notes: The above figures do not include ownership costs, see Table 11B on Next Page for detailed cost allocation.

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Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 1.2900/Ct	\$1,006.20		\$1,006.20	
TOTAL OPERATING EXPENSES	4,268.13		4,268.13	
RETURN OVER CASH OPERATING EXPENSES		( \$3,261.93)		( \$3,261.93)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	4.80		4.80	
Wells & Irrig. System	8.74		8.74	
Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)	213.40		213.40	
General Farm Maint. ( 3% of Tot. Oper. Exp.)	128.04		128.04	
Total Cash Overhead Expenses	354.98		354.98	
Total Cash Oper. & Over. Cost	4,623.12		4,623.12	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		( 3,616.92)		( 3,616.92)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			25.73	
Wells & Irrig. System			32.40	
Interest on Equity, Machinery & Vehicles			12.47	
Wells & Irrig. System			17.59	
Total Capital Allocations			88.19	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		>( 3,616.92)		
RETURNS TO LAND, MANAGEMENT & RISK				>( 3,705.11)
Land Cost / Rent or Lease	45.00		45.00	
Total Land Costs	45.00		45.00	
RETURNS TO MANAGEMENT, CAPITAL & RISK		>( 3,661.92)		
RETURNS TO MANAGEMENT & RISK				>( 3,750.11)
Management Services ( 6% of Tot. Oper. Exp.)			256.08	
TOTAL OWNERSHIP COST	399.98		744.26	
TOTAL COST	\$4,668.12		\$5,012.40	
RETURN TO MANAGEMENT, CAPITAL & RISK		>( \$3,661.92)		
RETURN TO RISK (PROFITS)				>( \$4,006.20)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Ct)		\$5.47		\$5.47
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.51		\$0.95
BREAK-EVEN PRICE TO COVER TOTAL COST		\$5.98		\$6.42

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No.	First Month	Operation	Hours * -		Operating Costs (\$/Acre*)					Tot. Cash Expense	Class		
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total			Times	
1	Oct	Plow	0.321	0.357	4.50	2.80			7.30	1.0	7.30	L	
2	Oct	Disk	0.225	0.250	2.50	1.96			4.46	3.0	13.37	L	
3	Oct	Make Borders	0.090	0.100	0.39	0.78			1.17	1.0	1.17	G	
4	Oct	Block Borders	0.090	0.100	0.43	0.78			1.21	1.0	1.21	G	
5	Nov	Preirrigate		0.800	47.06	6.27			53.33	1.0	53.33	G	
6	Nov	Knock Borders	0.090	0.100	0.39	0.78			1.17	1.0	1.17	G	
7	Nov	Soil Fertility					10.00		10.00	1.0	10.00	G	
8	Nov	Apply Fert/Ground	0.180	0.200	0.88	1.57		74.55	77.00	1.0	77.00	G	
9	Nov	List	0.225	0.250	1.97	1.96			3.93	1.0	3.93	L	
10	Nov	Plant	0.900	2.000	11.66	14.37			26.03	1.0	26.03	L	
11	Nov	Apply Herbicide/Ground	0.225	0.250	1.33	1.96		74.23	77.52	1.0	77.52	G	
12	Nov	Irrigate		0.400	23.53	3.14			26.67	6.0	160.02	G	
13	Nov	Apply Herbicide/Ground	0.225	0.250	1.33	1.96		7.11	10.40	1.0	10.40	G	
14	Dec	Cultivate	0.225	0.250	2.29	1.96			4.25	1.0	4.25	G	
15	Dec	Buck Rows	0.045	0.050	0.17	0.39			0.56	1.0	0.56	G	
16	Feb	Irrigate/Run Fertilizer		0.400	23.53	3.14		32.66	59.33	2.0	118.66	G	
17	Apr	Prepare Ends	0.045	0.050	0.46	0.39			0.85	1.0	0.85	H	
18	May	Harvest	780.0 Ct					2,730.00	778.05	3,508.05	1.0	3,508.05	H
19	May	Haul, Custom	650.0 Ct					162.50		162.50	1.0	162.50	H
20	Jun	Disk Residue	0.150	0.167	2.25	1.31			3.56	1.0	3.56	L	
		Pickup Use 60 Mi/Ac	2.000		14.54						14.54	O	
		Operating Interest at 9.00%						19.05			19.05	O	
TOTAL CASH OPERATING EXPENSES:					\$285.41	\$68.28	\$2,921.55	\$999.26			\$4,274.50	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)	\$54.19							
Growing (G)	515.29							
Harvest (H)	3,671.40	Yields		\$0.96	\$1.16	\$1.29	\$1.41	\$1.61 Break-even
Post Harvest (P)	0.00							
Marketing (M)	0.00	-25%	585.0	-2,790.66	-2,677.46	-2,602.00	-2,526.53	-2,413.33
Operating Overhead (O)	33.59	-10%	702.0	-3,228.17	-3,092.33	-3,001.78	-2,911.22	-2,775.38
		Budgeted	780.0	-3,519.85	-3,368.92	-3,268.30	-3,167.68	-3,016.75
Total (T)	\$4,274.50	+10%	858.0	-3,811.52	-3,645.50	-3,534.82	-3,424.13	-3,258.11
		+25%	975.0	-4,249.03	-4,060.37	-3,934.60	-3,808.82	-3,620.16
		Break-even Yield		-161.28	-170.08	-176.50	-183.42	-194.89

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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
AUG P			0.10		0.39	0.78				1.18
OCT P			0.70		7.44	5.54				12.98
NOV P	2.0	12.0	4.75		93.15	35.93	155.89		10.00	294.97
DEC P	1.0	4.0	0.70		25.99	5.49				31.48
JAN C	1.0	4.0	0.40		23.53	3.14				26.67
FEB C	1.0	4.0	0.40		23.53	3.14	32.66			59.33
MAR C	2.0	8.0	0.80		47.06	6.27	32.66			85.99
APR C	2.0	8.0	0.85		47.52	6.66				54.19
MAY C								778.05	2,892.50	3,670.55
JUN C			0.16		2.25	1.31				3.56
Pickup Use 60 Mi/Ac					14.54					14.54
Operating Interest at 9.0%									19.05	19.05
<b>Total</b>	<b>9.0</b>	<b>40.0</b>	<b>8.87</b>		<b>285.41</b>	<b>68.26</b>	<b>221.21</b>	<b>778.05</b>	<b>2,921.55</b>	<b>4,274.48</b>
<b>%</b>					<b>6.67</b>	<b>1.59</b>	<b>5.18</b>	<b>18.20</b>	<b>68.34</b>	<b>100.00</b>

TOTAL RESOURCES REQUIREMENTS(/Acre)

Total N 256.4 lbs  
 Total P 212.0 lbs  
 Total K 0.0 lbs  
 Total Labor 8.8 Hrs  
 Total Water 40.0 AI

TOTAL ENERGY REQUIREMENTS(/Acre)

Diesel Fuel 17.2 Gal  
 Regular Gas 0.0 Gal  
 NonLead Gas 6.0 Gal  
 Electricity/Pumping 2,781.2 KWH  
 All Direct Energy 12.6 M BTU

EQUIPMENT REQUIREMENTS(/Acre)

Tractor, 60 PTO HP, MFWD	0.90 Hrs	Border Disk, 6' Disk	0.18 Hrs	Tractor, 125 PTO HP, MFWD	1.22 Hrs
Moldboard Plow, 4-16 2 Way	0.32 Hrs	Offset Disk, 12'	0.68 Hrs	Blade Scraper, 10'	0.09 Hrs
Fertilizer Broadcaster, Towed	0.18 Hrs	Tractor, 100 PTO HP, MFWD	1.17 Hrs	Lister, 5 Bottom	0.23 Hrs
Planter/Gramor, 4 Bd,8 Line/Be	0.90 Hrs	Bed Shaper, 4 Rw	0.90 Hrs	Saddle Tk Sprayer, 2 Tk 8 Row	0.45 Hrs
Cultivator, Sweep, 4 Rw	0.23 Hrs	Tractor, 50 PTO HP, MFWD	0.05 Hrs	Rowbuck, 10'	0.05 Hrs
Offset Disk, 13.5'	0.05 Hrs	Tractor, 150 PTO HP, MFWD	0.15 Hrs	Offset Disk, 18'	0.15 Hrs
Pickup Truck, 1/2 Ton	2.00 Hrs				

MATERIALS REQUIREMENTS(/Acre)

Water, Pump	40.00 AI	11-53-00, Dry	400.00 Lb	Garlic Cloves	10.00 CW
DCPA	14.00 Lb	Bromoxynil	1.00 Pt	32-00-00, URAN 32, Lqd	60.00 Ga
Boxes & Supplies	780.00 Ct				

LABOR REQUIREMENTS(/Acre)

Tractor	3.87 Hrs	Irrigators	4.00 Hrs	Other	1.00 Hrs
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\* NOTE: P = Previous Year C = Current Year N = Next Year

Table 11E Schedule of Operations; Garlic, 1995

COUNTY: Cochise FARM: SE AZ Vegetables WATER SOURCE: Ks E TILLAGE: Conventional  
 CROP: Garlic ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
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No.	First Month	Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost Name	Appl. Rate	\$/Unit	Service Cost \$/Unit	Labor Type
				HP	Self-Prop./Implem.						
1	Oct	1.0	Plow	125	Moldboard Plow, 4-16 2	2.80					Tractor
2	Oct	3.0	Disk	125	Offset Disk, 12'	4.00					Tractor
3	Oct	1.0	Make Borders	60	Border Disk, 6' Disk	10.00					Tractor
4	Oct	1.0	Block Borders	60	Blade Scraper, 10'	10.00					Tractor
5	Nov	1.0	Preirrigate			1.25	Water, Pump	8.00 AI	70.59 AF		Irrigator
6	Nov	1.0	Knock Borders	60	Border Disk, 6' Disk	10.00					Tractor
7	Nov	1.0	Soil Fertility		CST Soil Analysis (Surf)					10.00 Ac	
8	Nov	1.0	Apply Fert/Ground	60	Fertilizer Broadcaster,	5.00	11-53-00, Dry	400.00 Lb	355.00 Tn		Tractor
9	Nov	1.0	List	100	Lister, 5 Bottom	4.00					Tractor
10	Nov	1.0	Plant	100	Planter/Gramor, 4 Bd,8 Bed Shaper, 4 Rw	1.00	Garlic Cloves	10.00 CW	0.00 CW		Tractor Other
11	Nov	1.0	Apply Herbicide/Groun	60	Saddle Tk Sprayer, 2 Tk	4.00	DCPA	14.00 Lb	5.05 Lb		Tractor
12	Nov	6.0	Irrigate			2.50	Water, Pump	4.00 AI	70.59 AF		Irrigator
13	Nov	1.0	Apply Herbicide/Groun	60	Saddle Tk Sprayer, 2 Tk	4.00	Bromoxynil	1.00 Pt	54.17 Ga		Tractor
14	Dec	1.0	Cultivate	125	Cultivator, Sweep, 4 Rw	4.00					Tractor
15	Dec	1.0	Buck Rows	50	Rowbuck, 10'	20.00					Tractor
16	Feb	2.0	Irrigate/Run Fertiliz			2.50	Water, Pump	4.00 AI	70.59 AF		Irrigator
							32-00-00, URAN 32,	30.00 Ga	187.50 Tn		
17	Apr	1.0	Prepare Ends	100	Offset Disk, 13.5'	20.00					Tractor
18	May	1.0	Harvest		CST Harvest Garlic		Boxes & Supplies	780.00 Ct	0.95 Ct	3.50 Ct	
19	May	1.0	Haul, Custom		CST Haul Garlic					0.25 Ct	
20	Jun	1.0	Disk Residue	150	Offset Disk, 18'	6.00					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.