

Table 3A. Income and Cash Operating Summary; Alfalfa Stand Establish, 1998

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Alfalfa Hay ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 0.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 2/4/99

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME	Hay	Ton	0.00	\$0.00	\$0.00	\$0.00
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					20.51	
Tractor/Self Propelled					11.88	
Irrigation					8.63	
Chemicals and Custom Applications					29.96	
Fertilizer					29.96	
Farm Machinery and Vehicles					14.86	
Diesel Fuel					5.99	
Repairs and Maintenance					8.87	
Irrigation Water (excluding labor)					63.14	
Natural Gas/Pumping					53.95	
Repairs and Maintenance					9.19	
Other Purchased Inputs & Seed/Transplants					58.45	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					186.92	
CASH HARVEST AND POST HARVEST EXPENSES						
TOTAL HARVEST AND POST HARVEST EXPENSE					0.00	
OPERATING OVERHEAD PICKUP USE					7.73	
OPERATING INTEREST AT 10.0%					3.58	
TOTAL CASH OPERATING EXPENSES					\$198.22	
RETURNS OVER CASH OPERATING EXPENSES					(\$198.22)	

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

Table 3B. Allocations of Ownership Costs; Alfalfa Stand Establish, 1998

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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 \$0.00 / Tn	\$0.00		\$0.00	
TOTAL OPERATING EXPENSES	\$198.22		\$198.22	
RETURN OVER CASH OPERATING EXPENSES		(\$198.22)		(\$198.22)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	1.65		1.65	
Wells and Irrigation System	5.42		5.42	
General and Office Overhead (5.0% of Total Operating Exp.)	9.91		9.91	
General Farm Maintenance (3.0% of Total Operating Exp.)	5.95		5.95	
Total Cash Overhead Expenses	22.92		22.92	
Total Cash Operating and Overhead Cost	221.15		221.15	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$221.15)		(\$221.15)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			8.86	
Wells and Irrigation System			20.18	
Interest on Equity, Machinery and Vehicles			4.94	
Wells and Irrigation System			10.29	
Total Capital Allocations			44.26	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$221.15)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$265.41)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$368.00 X 16.0% X 0.144)	8.54		8.54	
Opportunity Interest on Land (100% X 6.0 X \$368.00)			22.08	
Total Land Costs	8.54		30.62	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$229.68)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$296.03)
Management Services (8% of Total Operation Expenses)			15.86	
TOTAL OWNERSHIP COST	31.46		113.66	
TOTAL COST	\$229.68		\$311.88	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$229.68)		
RETURNS TO RISK (PROFITS) ----->				(\$311.88)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)				
BREAK-EVEN PRICE TO COVER OWNERSHIP COST				
BREAK-EVEN PRICE TO COVER TOTAL COST				

Table 3C. Variable Operating Costs; Alfalfa Stand Establish, 1998

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
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No.	First Month	Operation	---- Hours * ----		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash Expenses	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total			Times
1	Aug	Apply Fert/Ground	0.075	0.083	0.57	0.68		29.96	31.21	1.0	31.21	G
2	Aug	Disk	0.129	0.143	1.69	1.17			2.86	1.0	2.86	L
3	Aug	Plow	0.360	0.400	5.33	3.28			8.60	1.0	8.60	L
4	Sep	Landplane	0.225	0.250	2.41	2.05			4.46	1.0	4.46	L
5	Sep	Make Borders	0.113	0.125	1.05	1.02			2.07	1.0	2.07	G
6	Sep	Plant	0.225	0.250	2.49	2.05		58.45	62.98	1.0	62.98	L
7	Sep	Irrigate		0.427	21.05	2.91			23.96	1.0	23.96	G
8	Sep	Pack Soil	0.180	0.200	1.33	1.64			2.97	1.0	2.97	L
9	Oct	Irrigate		0.279	14.03	1.90			15.94	3.0	47.81	G
		Pickup Use30 Mi/Acre	1.000		7.73						7.73	
		Operating Interest at 10.0						3.58			3.58	
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TOTAL CASH OPERATING EXPENSES (includes all times over):											198.23	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

Land Preparation (L)	81.87
Growing (G)	105.05
Harvest (H)	0.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	11.31
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Total (T)	\$198.22

Table 3D. Resource and Cash Flow Requirements; Alfalfa Stand Establish, 1998

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Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
AUG C			0.63		7.59	5.13	29.96			42.68
SEP C	1.0	6.0	1.25		28.32	9.67		56.55		94.53
OCT C	2.0	8.0	0.56		28.06	3.81				31.87
NOV C	1.0	4.0	0.28		14.03	1.90				15.94
Pickup Use30 Mi/Acre					7.73					7.73
Operating Interest at 10.0									3.58	3.58
Total	4.0	18.0	2.72		87.15	20.98	29.96	56.55	3.58	198.22
%					43.97	10.58	15.11	28.53	1.81	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 22.0
 Total P 104.0
 Total K 0.0
 Total Labor 2.7
 Total Water 18.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 7.7 Gal
 Unleaded Gas 3.0 Gal
 Nat Gas/Pumping 145.6 Therms
 All Direct Energy 16.0 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Border Disk, 6' Disk 0.11 Hr	Cultipacker, 13' 0.18 Hr	Fertilizer Broadcaster, 0.08 Hr
Grain Drill, 12' 0.22 Hr	Landplane 12'X 45' 0.22 Hr	Moldboard Plow, 4-16 2 0.36 Hr
Offset Disk, 16.5' 0.13 Hr	Pickup Truck, 1/2 Ton 1.00 Hr	Tractor, 100 PTO HP, 0.48 Hr
Tractor, 125 PTO HP 0.36 Hr	Tractor, 125 PTO HP, 0.47 Hr	

MATERIALS REQUIREMENT (per Acre)

11-52-00, Dry 200.00 Lb	Alfalfa Sd, Cert 20.00 Lb	Oat Seed 30.00 Lb
Water, Pump 18.00 AI		

LABOR REQUIREMENT (per Acre)

Irrigators 1.26 Hr	Tractor 1.45 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

Table 3E. Schedule of Operations; Alfalfa Stand Establish, 1998

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First No. Month	Times	Operation	Equipment/ Custom Oper		Job Rate Acres/Hr	----- Material Use and Cost Name	----- Service Cost		Labor Type
			HP	Self-Prop./ Implement			Appl. Rate \$ / Unit	\$ / Unit	
1	Aug	1.0 Apply Fert/Ground	100	Fertilizer Broadcaster,	12.00	11-52-00, Dry	200.00 Lb	284.00 Tn	Tractor
2	Aug	1.0 Disk	125	Offset Disk, 16.5'	7.00				Tractor
3	Aug	1.0 Plow	125	Moldboard Plow, 4-16 2	2.50				Tractor
4	Sep	1.0 Landplane	125	Landplane 12'X 45'	4.00				Tractor
5	Sep	1.0 Make Borders	125	Border Disk, 6' Disk	8.00				Tractor
6	Sep	1.0 Plant	100	Grain Drill, 12'	4.00	Alfalfa Sd, Cert Oat Seed	20.00 Lb 250.00 CW 30.00 Lb 18.00 CW		Tractor
7	Sep	1.0 Irrigate			2.30	Water, Pump	6.00 AI 42.09 AF		Irrigators
8	Sep	1.0 Pack Soil	100	Cultipacker, 13'	5.00				Tractor
9	Oct	3.0 Irrigate			3.60	Water, Pump	4.00 AI 42.09 AF		Irrigators
		Pickup use 30 Mi/Ac		Pickup Truck, 1/2 Ton	1.00				

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

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