

Table 6A. Income and Cash Operating Summary; Spring Lettuce, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 545.0 Ct / Acre PREVIOUS CROP: Chile, Green DATE: 10/8/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Lettuce	Ctrn	545.00	\$8.96	\$4,883.20	\$4,883.20	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					67.48	_____
Tractor/Self Propelled				36.61		_____
Irrigation				30.87		_____
Chemicals and Custom Applications					458.34	_____
Fertilizer				152.93		_____
Insecticide				305.41		_____
Farm Machinery and Vehicles					56.00	_____
Diesel Fuel				23.16		_____
Repairs and Maintenance				32.83		_____
Irrigation Water (excluding labor)					225.50	_____
Natural Gas/Pumping				196.39		_____
Repairs and Maintenance				29.11		_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants				126.60	276.60	_____
Other Services and Rentals				150.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1083.92	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Custom Harvest/Post Harvest					1308.00	_____
Other Materials					505.98	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					1813.98	_____
OPERATING OVERHEAD -> PICKUP USE					15.25	_____
OPERATING INTEREST AT 10.0%					21.91	_____
TOTAL CASH OPERATING EXPENSES					\$2,935.06	_____
RETURNS OVER CASH OPERATING EXPENSES					\$1,948.14	_____

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

Table 6B. Allocations of Ownership Costs; Spring Lettuce, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 545.0 Ct / Acre PREVIOUS CROP: Chile, Green DATE: 10/8/01

20

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$8.96 / Ct	\$4,883.20		\$4,883.20	
TOTAL OPERATING EXPENSES	\$2,935.06		\$2,935.06	
RETURN OVER CASH OPERATING EXPENSES		\$1,948.14		\$1,948.14
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	5.05		5.05	
Wells and Irrigation System	17.16		17.16	
General and Office Overhead (5.0%of Total Operating Exp.)	146.75		146.75	
General Farm Maintenance (3.0% of Total Operating Exp.)	88.05		88.05	
Total Cash Overhead Expenses	257.02		257.02	
Total Cash Operating and Overhead Cost	3,192.08		3,192.08	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$1,691.12		\$1,691.12
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			28.88	
Wells and Irrigation System			63.89	
Interest on Equity, Machinery and Vehicles			13.53	
Wells and Irrigation System			32.58	
Total Capital Allocations			138.89	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$1,691.12		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$1,552.23
Land Cost / Rent or Lease	75.00		75.00	
Total Land Costs	75.00		75.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,616.12		
RETURNS TO MANAGEMENT AND RISK ----->				\$1,477.23
Management Services (8% of Total Operation Expenses)			234.80	
TOTAL OWNERSHIP COST	332.02		705.71	
TOTAL COST	\$3,267.08		\$3,640.78	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,616.12		
RETURNS TO RISK (PROFITS) ----->				\$1,242.42
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)		\$5.39		\$5.39
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.61		\$1.29
BREAK-EVEN PRICE TO COVER TOTAL COST		\$5.99		\$6.68

Table 6C. Variable Operating Costs; Spring Lettuce, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 545.0 Ct / Acre PREVIOUS CROP: Chile, Green DATE: 10/8/01

30

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	Dec	Disk	0.225	0.250	4.13	2.19			6.32	3.0	18.96	L
2	Dec	Plow	0.321	0.357	5.83	3.13			8.96	1.0	8.96	L
3	Dec	Laser Level	0.900	1.000	12.19	8.77			20.96	0.3	6.29	L
4	Dec	Landplane	0.225	0.250	3.72	2.19			5.91	0.5	2.96	L
5	Dec	Apply Fert/Ground	0.075	0.083	0.79	0.73	84.27		85.79	1.0	85.79	G
6	Jan	Apply Herbicide/Ground	0.112	0.125	1.35	1.10			2.45	1.0	2.45	G
7	Jan	List	0.180	0.200	2.98	1.75			4.74	1.0	4.74	L
8	Jan	Shape Beds	0.138	0.154	1.69	1.35	77.60		80.64	1.0	80.64	L
9	Jan	Plant	0.333	0.370	5.55	3.25	126.60		135.40	1.0	135.40	L
10	Jan	Buck Rows	0.023	0.025	0.23	0.22			0.45	3.0	1.35	G
11	Jan	Irrigate		0.847	47.47	6.50			53.97	1.0	53.97	G
12	Jan	Irrigate		0.212	11.87	1.62			13.49	15.0	202.40	G
13	Jan	Disk Ends	0.023	0.025	0.29	0.22			0.51	2.0	1.01	G
14	Jan	Cultivate	0.300	0.333	3.37	2.92			6.29	3.0	18.88	G
15	Jan	Apply Fert/Ground	0.150	0.167	2.14	1.46		34.33	37.93	2.0	75.86	G
16	Feb	Thinning					75.00		75.00	1.0	75.00	G
17	Mar	Apply Insecticide/Air					4.75	22.43	27.18	4.0	108.72	G
18	Mar	Hand Weeding					75.00		75.00	1.0	75.00	G
19	Apr	Apply Insecticide/Air					4.75	30.15	34.90	1.0	34.90	G
20	Apr	Apply Insecticide/Air					4.75	37.35	42.10	2.0	84.20	G
21	May	Harvest 545 Ct					1308.00	505.98	1813.98	1.0	1813.98	H
22	May	Disk Residue 545 Ct	0.225	0.250	4.26	2.19			6.45	1.0	6.45	L
		Pickup Use 60 Mi/Acre	2.000		15.25						15.25	
		Operating Interest at 10.0					21.91				21.91	
TOTAL CASH OPERATING EXPENSES (includes all times over):											2,935.06	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)	264.39
Growing (G)	819.53
Harvest (H)	1,813.98
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	37.16
Total (T)	\$2,935.06

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

Prices ->	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price
Yields	\$6.72	\$8.06	\$8.96	\$9.86	\$11.20	
- 25%	408.8	220.64	770.00	1,136.24	1,502.48	2,051.84
- 10%	490.5	497.90	1,157.14	1,596.62	2,036.11	2,695.34
Budgeted	545.0	682.75	1,415.23	1,903.55	2,391.87	3,124.35
+ 10%	599.5	867.59	1,673.32	2,210.47	2,747.62	3,553.35
Break-even Yield	343.70	246.15	206.99	178.58	148.09	

Table 6D. Resource and Cash Flow Requirements; Spring Lettuce, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 545.0 Ct / Acre PREVIOUS CROP: Chile, Green DATE: 10/8/01

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
DEC P			1.12		16.26	9.79	84.27			110.32
JAN C	3.0	18.0	2.95		93.17	24.44	111.93	126.60		356.13
FEB C	3.0	9.0	1.41		45.47	11.67	34.33		75.00	166.47
MAR C	5.0	15.0	1.39		62.71	11.05	67.28		89.25	230.29
APR C	4.0	12.0	0.85		47.47	6.50	127.29		19.00	200.26
MAY C	1.0	3.0	0.49		16.41	4.04		505.98	1308.00	1834.43
Pickup Use 60 Mi/Acre					15.25					15.25
Operating Interest at 10.0									21.91	21.91
Total	16.0	57.0	8.20		296.74	67.48	425.10	632.58	1513.16	2935.06
%					10.11	2.30	14.48	21.55	51.55	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 270.3
 Total P 238.5
 Total Labor 8.2
 Total Water 57.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 24.6 Gal
 Unleaded Gas 6.0 Gal
 Nat Gas/Pumping 460.9 Therms
 All Direct Energy 50.3 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.14 Hr	Blade Scraper, 10'	0.27 Hr	Directed Spray Rig, 16	0.11 Hr
Fert. Side Dress Unit,	0.30 Hr	Fertilizer Broadcaster,	0.08 Hr	Landplane 12'X 45'	0.11 Hr
Laser, Complete System	0.27 Hr	Lister, 5 Bottom	0.18 Hr	Moldboard Plow, 4-16 2	0.32 Hr
Offset Disk, 12'	0.05 Hr	Offset Disk, 13.5'	0.67 Hr	Offset Disk, 16.5'	0.22 Hr
Pickup Truck, 1/2 Ton	2.00 Hr	Planter, Stanhay, 4 Row	0.33 Hr	Rolling Cultivator, 4 Rw	0.90 Hr
Rowbuck, 10'	0.07 Hr	Saddle Tk Sprayer, 2 Tk 8	0.14 Hr	Tractor, 100 PTO HP	1.97 Hr
Tractor, 125 PTO HP	0.27 Hr	Tractor, 150 PTO HP	1.51 Hr		

MATERIALS REQUIREMENT (per Acre)

11-53-00, Dry	450.00 Lb	46-00-00, Urea 46	480.00 Lb	Benefin	3.00 Pt
Chlorpyrifos	12.00 Pt	Cypermethrin	20.00 Oz	Head Lettuce Sd	200.00 Th
Imidacloprid	16.00 Oz	Lettuce Cartons	545.00 Ct	Methomyl	8.00 Pt
Spinosad	6.00 Oz	Water, Pump	57.00 Al		

LABOR REQUIREMENT (per Acre)

Irrigators 4.03 Hr Tractor 4.17 Hr

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

Table 6E. Schedule of Operations; Spring Lettuce, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 545.0 Ct / Acre PREVIOUS CROP: Chile, Green DATE: 10/8/01

First No. Month Times	Operation	Equipment/ Custom Oper		Job Rate Acre/Hr	Material Use and Cost				Service Cost \$ / Unit	Labor Type
		HP	Self-Prop./ Implement		Name	Appl. Rate	\$ / Unit			
Dec 3.0	Disk	150	Offset Disk, 13.5'	4.00					Tractor	
Dec 1.0	Plow	150	Moldboard Plow, 4-16 2	2.80					Tractor	
Dec 0.3	Laser Level	125	Blade Scraper, 10'	1.00					Tractor	
			Laser, Complete System							
Dec 0.5	Landplane	150	Landplane 12'X 45'	4.00					Tractor	
Dec 1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	12.00	11-53-00, Dry	450.00 Lb	355.00 Tn		Tractor	
Jan 1.0	Apply Herbicide/Ground	100	Directed Spray Rig, 16	8.00	Benefin	3.00 Pt	0.00 Ga		Tractor	
Jan 1.0	List	150	Lister, 5 Bottom	5.00					Tractor	
Jan 1.0	Shape Beds	100	Bed Shaper, 4 Rw	6.50	Imidacloprid	16.00 Oz	588.40 Ga		Tractor	
			Saddle Tk Sprayer, 2 Tk 8 Row							
Jan 1.0	Plant	100	Planter, Stanhay, 4 Row	2.70	Head Lettuce Sd	200.00 Th	0.60 Th		Tractor	
Jan 3.0	Buck Rows	100	Rowbuck, 10'	40.00					Tractor	
Jan 1.0	Irrigate			1.18	Water, Pump	12.00 Al	47.47 AF		Irrigators	
Jan 15.0	Irrigate			4.72	Water, Pump	3.00 Al	47.47 AF		Irrigators	
Jan 2.0	Disk Ends	100	Offset Disk, 12'	40.00					Tractor	
Jan 3.0	Cultivate	100	Rolling Cultivator, 4 Rw	3.00					Tractor	
Jan 2.0	Apply Fert/Ground	100	Fert. Side Dress Unit,	6.00	46-00-00, Urea 46	240.00 Lb	271.17 Tn		Tractor	
Feb 1.0	Thinning		CST Thinning					75.00 Ac		
Mar 4.0	Apply Insecticide/Air		CST Air Spray, 5 Gal Mix		Methomyl	2.00 Pt	39.45 Ga	4.75 Ac		
					Cypermethrin	5.00 Oz	291.66 Ga			
Mar 1.0	Hand Weeding		CST Hand Weeding					75.00 Ac		
Apr 1.0	Apply Insecticide/Air		CST Air Spray, 5 Gal Mix		Spinosad	6.00 Oz	609.67 Ga	4.75 Ac		
Apr 2.0	Apply Insecticide/Air		CST Air Spray, 5 Gal Mix		Chlorpyrifos	6.00 Pt	47.21 Ga	4.75 Ac		
May 1.0	Harvest		CST Harv/pack/haul Lettuce		Lettuce Cartons	545.00 Ct	0.88 Ct	2.40 Ct		
May 1.0	Disk Residue	150	Offset Disk, 16.5'	4.00					Tractor	
	Pickup use 60 Mi/Ac		Pickup Truck, 1/2 Ton	0.50						

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

Table 6F Operations Calendar; Lettuce (Spring), 2001

COUNTY: Cochise FARM: Southern Vegetables WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 545.0 Ct/Acre PREVIOUS CROP: Chile, Green DATE: 10/08/01

No.	Operation	Month and Times Operation Performed											
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1	Disk	1.0 C	1.0 C										1.0 P
2	Plow												1.0 P
3	Laser Level												0.3 P
4	Landplane												0.5 P
5	Apply Fert/Ground												1.0 P
6	Apply Herbicide/Ground	1.0 C											
7	List	1.0 C											
8	Shape Beds	1.0 C											
9	Plant	1.0 C											
10	Buck Rows	2.0 C	1.0 C										
11	Irrigate	1.0 C											
12	Irrigate	2.0 C	3.0 C	5.0 C	4.0 C	1.0 C							
13	Disk Ends	1.0 C											
14	Cultivate	1.0 C	1.0 C	1.0 C									
15	Apply Fert/Ground	1.0 C	1.0 C										
16	Thinning		1.0 C										
17	Apply Insecticide/Air			3.0 C	1.0 C								
18	Hand Weeding			1.0 C									
19	Apply Insecticide/Air				1.0 C								
20	Apply Insecticide/Air				2.0 C								
21	Harvest/Pack/Haul					1.0 C							
22	Disk Residue					1.0 C							

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