

Table 5A. Income and Cash Operating Summary; Dry Onions, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Onions, Dry ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 954.0 Sk / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/11/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Onions	Sack	954.00	\$5.38	\$5,132.52	\$5,132.52	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					73.48	_____	
Tractor/Self Propelled				36.63		_____	
Irrigation				30.03		_____	
Other/ Contract				6.82		_____	
Chemicals and Custom Applications					240.20	_____	
Fertilizer				109.18		_____	
Herbicide				131.02		_____	
Farm Machinery and Vehicles					54.45	_____	
Diesel Fuel				17.82		_____	
Repairs and Maintenance				36.63		_____	
Irrigation Water (excluding labor)					132.00	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					946.40	_____	
Seed/Transplants				943.40		_____	
Other Serv. and Rentals				3.00		_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1446.52	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Paid Labor (including benefits)					0.41	_____	
Tractor/Self Propelled				0.41		_____	
Farm Machinery and Vehicles					0.56	_____	
Diesel Fuel				0.18		_____	
Repairs and Maintenance				0.37		_____	
Custom Harvest/Post Harvest					2632.00	_____	
Other Materials					746.24	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					3379.21	_____	
OPERATING OVERHEAD PICKUP USE					15.41	_____	
OPERATING INTEREST AT 10.0%					65.91	_____	
TOTAL CASH OPERATING EXPENSES					\$4,907.05	=====	
RETURNS OVER CASH OPERATING EXPENSES					\$225.47	_____	

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

** A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

Table 5B. Allocations of Ownership Costs; Dry Onions, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Onions, Dry ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 954.0 Sk / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/12/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$5.38 / Sk	\$5,132.52		\$5,132.52	
TOTAL OPERATING EXPENSES	\$4,907.05		\$4,907.05	
RETURN OVER CASH OPERATING EXPENSES		\$225.47		\$225.47
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	5.98		5.98	
General and Office Overhead (5.0% of Total Operating Exp.)	245.35		245.35	
General Farm Maintenance (3.0% of Total Operating Exp.)	147.21		147.21	

Total Cash Overhead Expenses	398.55		398.55	
Total Cash Operating and Overhead Cost	5,305.60		5,305.60	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$173.08)		(\$173.08)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			34.46	
Interest on Equity, Machinery and Vehicles			13.80	

Total Capital Allocations			48.26	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$173.08)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$221.34)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$447.00 X 16.0% X 0.169)	12.15			
Opportunity Interest on Land (100% X 6.0 X \$447.00)			26.82	
Water Assessment	25.00		25.00	

Total Land Costs	37.15		63.97	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$210.23)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$285.31)
Management Services (8% of Total Operation Expenses)			392.56	
TOTAL OWNERSHIP COST	435.70		903.34	
TOTAL COST	\$5,342.75		\$5,810.39	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$210.23)		
RETURNS TO RISK (PROFITS) ----->				(\$677.87)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$5.14		\$5.14
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.46		\$0.95
BREAK-EVEN PRICE TO COVER TOTAL COST		\$5.60		\$6.09

Table 5C. Variable Operating Costs; Dry Onions, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Onions, Dry ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 954.0 Sk / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/11/98

No.	First Month	Operation	---- Hours * ----		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor Cust/Serv.	Materials	Total	Times			
1	Oct	Disk	0.225	0.250	4.01	2.05		6.05	3.0	18.16	L	
2	Oct	Plow	0.321	0.357	5.47	2.92		8.40	1.0	8.40	L	
3	Nov	List	0.300	0.333	4.02	2.73		6.75	1.0	6.75	L	
4	Nov	Buck Rows	0.045	0.050	0.26	0.41		0.67	3.0	2.02	G	
5	Nov	Preirrigate		0.800		5.46	24.00	29.46	1.0	29.46	G	
6	Nov	Soil Fertility					3.00	3.00	1.0	3.00	G	
7	Nov	Disk Ends	0.045	0.050	0.31	0.41		0.72	2.0	1.43	G	
8	Nov	Apply Fert/Ground	0.180	0.200	1.09	1.64	48.34	51.06	1.0	51.06	G	
9	Nov	Plant	0.900	2.000	14.87	15.01	943.40	973.29	1.0	973.29	L	
10	Nov	Apply Herbicide/Ground	0.225	0.250	1.54	2.05	65.51	69.10	2.0	138.19	G	
11	Nov	Irrigate		0.400		2.73	12.00	14.73	9.0	132.57	G	
12	Dec	Cultivate	0.225	0.250	2.37	2.05		4.41	1.0	4.41	G	
13	Feb	Apply Fert/Ground	0.300	0.333	3.97	2.73	30.42	37.12	2.0	74.24	G	
14	Apr	Prepare Ends	0.045	0.050	0.57	0.41		0.98	1.0	0.98	H	
15	May	Harvest 800 Sk					1736.00	424.00	2160.00	1.0	2160.00	H
16	May	Field Grade 800 Sk					800.00	322.24	1122.24	1.0	1122.24	H
17	May	Haul, Custom 800 Sk					96.00	96.00	1.0	96.00	H	
18	Jun	Disk Residue 800 Sk	0.150	0.167	3.24	1.37		4.61	1.0	4.61	L	
		Pickup Use60 Mi/Acre	2.000		15.41					15.41		
		Operating Interest at 10.0					65.91			65.91		
TOTAL CASH OPERATING EXPENSES (includes all times over):					71.50	73.89	2700.91	2060.76		4907.05	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 \$25.00 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)							
		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%		
Land Preparation (L)	1,010.12								
Growing (G)	436.39	Yields	\$4.03	\$4.84	\$5.38	\$5.92	\$6.73	Break-even Price	
Harvest (H)	3,379.22								
Post Harvest (P)	0.00	- 25%	715.5	-1,176.33	-598.93	-213.99	170.95	748.36	5.68
Marketing (M)	0.00	- 10%	858.6	-1,105.81	-412.92	49.01	510.94	1,203.83	5.32
Operating Overhead (O)	81.32	Budgeted	954.0	-1,058.79	-288.91	224.34	737.59	1,507.47	5.14
		+ 10%	1,049.4	-1,011.77	-164.91	399.67	964.25	1,811.11	5.00
		+ 25%	1,192.5	-941.25	21.10	662.67	1,304.23	2,266.58	4.82
Total (T)	\$4,907.05	Break-even Yield	3,102.33	1,176.27	831.93	643.55	480.38		

Table 5D. Resource and Cash Flow Requirements; Dry Onions, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Onions, Dry ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 954.0 Sk / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/11/98

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)							
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total	
OCT P			0.86		9.28	4.97					14.25
NOV P	2.0	12.0	4.33	36.00	25.64	35.89	100.25	943.40	3.00		1144.18
DEC P	1.0	4.0	0.95	12.00	6.58	10.65	51.92				81.15
JAN C	1.0	4.0	0.50	12.00	3.05	6.95					22.00
FEB C	1.0	4.0	0.73	12.00	3.90	5.46	30.42				51.78
MAR C	2.0	8.0	1.13	24.00	3.90	5.46	30.42				63.78
APR C	3.0	12.0	1.25	36.00	0.56	3.14					39.70
MAY C								772.34	2632.00		3404.34
JUN C			0.17		3.18	1.37					4.55
Pickup Use60 Mi/Acre					15.41						15.41
Operating Interest at 10.0									65.91		65.91
Water Assessment				**							
Total	10.0	44.0	9.92	132.00	71.50	73.89	213.01	1715.74	2700.91		4907.05
%				2.69	1.46	1.51	4.34	34.96	55.04		100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 252.4
 Total P 212.0
 Total K 0.0
 Total Labor 9.9
 Total Water 44.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 23.7 Gal
 Unleaded Gas 6.0 Gal
 All Direct Energy 4.0 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.90 Hr	Cultivator, Sweep, 4 Rw	0.22 Hr	Fertilizer Broadcaster,	0.18 Hr
Fertilizer Injector, 4 Row	0.60 Hr	Lister, 5 Bottom	0.30 Hr	Moldboard Plow, 4-16 2	0.32 Hr
Offset Disk, 13.5'	0.05 Hr	Offset Disk, 16.5'	0.67 Hr	Offset Disk, 21'	0.15 Hr
Offset Disk, 8'	0.09 Hr	Pickup Truck, 1/2 Ton	2.00 Hr	Planter/Gramor, 4 Bd,8	0.90 Hr
Rowbuck, 10'	0.14 Hr	Saddle Tk Sprayer, 2 Tk 8	0.45 Hr	Tractor, 60 PTO HP	0.86 Hr
Tractor, 100 PTO HP	1.77 Hr	Tractor, 125 PTO HP	0.30 Hr	Tractor, 150 PTO HP	1.00 Hr
Tractor, 175 PTO HP	0.15 Hr				

MATERIALS REQUIREMENT (per Acre)

10-53-00, Dry	400.00 Lb	32-00-00, URAN 32, Lqd	60.00 Ga	Burlap Sacks	800.00 Sk
DCPA	20.00 Lb	Onion Bags 50# Mesh	800.00 Sk	Onion Seed (Pelletized)	1000.00 Th
Water, District	44.00 Al				

LABOR REQUIREMENT (per Acre)

Irrigators	4.40 Hr	Other	1.00 Hr	Tractor	4.52 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

** A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

Table 5E. Schedule of Operations; Dry Onions, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Onions, Dry ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 954.0 Sk / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/11/98

First No.	Month	Times	Operation	Equipment/ Custom Oper		Job Rate Acres/Hr	Material Use and Cost				Service Cost \$ / Unit	Labor Type
				HP	Self-Prop./ Implement		Name	Appl. Rate	\$ / Unit			
1	Oct	3.0	Disk	150	Offset Disk, 16.5'	4.00						Tractor
2	Oct	1.0	Plow	150	Moldboard Plow, 4-16 2	2.80						Tractor
3	Nov	1.0	List	125	Lister, 5 Bottom	3.00						Tractor
4	Nov	3.0	Buck Rows	60	Rowbuck, 10'	20.00						Tractor
5	Nov	1.0	Preirrigate			1.25	Water, District	8.00	Al	36.00	AF	Irrigators
6	Nov	1.0	Soil Fertility		CST Soil Analysis (Surface)							3.00 Ac
7	Nov	2.0	Disk Ends	60	Offset Disk, 8'	20.00						Tractor
8	Nov	1.0	Apply Fert/Ground	60	Fertilizer Broadcaster,	5.00	10-53-00, Dry	400.00	Lb	228.00	Tn	Tractor
9	Nov	1.0	Plant	100	Planter/Gramor, 4 Bd, 8 Bed Shaper, 4 Rw	1.00	Onion Seed (Pelletized)	1000.00	Th	0.89	Th	Tractor
10	Nov	2.0	Apply Herbicide/Ground	60	Saddle Tk Sprayer, 2 Tk 8	4.00	DCPA	10.00	Lb	6.18	Lb	Other
11	Nov	9.0	Irrigate			2.50	Water, District	4.00	Al	36.00	AF	Tractor
12	Dec	1.0	Cultivate	100	Cultivator, Sweep, 4 Rw	4.00						Irrigators
13	Feb	2.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.00	32-00-00, URAN 32,	30.00	Ga	173.00	Tn	Tractor
14	Apr	1.0	Prepare Ends	100	Offset Disk, 13.5'	20.00						Tractor
15	May	1.0	Harvest		CST Cut/Top/Field Sack Dry		Burlap Sacks	800.00	Sk	0.50	Sk	2.17 Sk
16	May	1.0	Field Grade		CST Grade/Size/Pack Onions		Onion Bags 50# Mesh	800.00	Sk	0.38	Sk	1.00 Sk
17	May	1.0	Haul, Custom		CST Field Haul Dry Onions							0.12 Sk
18	Jun	1.0	Disk Residue	175	Offset Disk, 21'	6.00						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.