

COUNTY: La Paz	FARM: LaPaz County Farm	WATER SOURCE: BIA	TILLAGE: Conventional
CROP: Lettuce, Iceberg	ACRES: 1.0	IRRIGATION SYSTEM: Flood Furrow	SOIL: Sandy-Loam
AREA: Parker CRIR	YIELD: 427.0 Ct/Acre	PREVIOUS CROP: Honeydew Melons	DATE: 08/20/95

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Lettuce	Crtn	427.00	\$5.3200	\$2,271.64	\$2,271.64	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					61.89	_____
Tractor/Self Propelled				34.75		_____
Irrigation				27.14		_____
Chemicals & Custom Applications					296.88	_____
Fertilizers				164.95		_____
Insecticides				100.18		_____
Herbicides				31.39		_____
Other Chemicals				0.36		_____
Farm Machinery and Vehicles					47.34	_____
Diesel Fuel				21.13		_____
Gasoline				0.94		_____
Repairs & Maint.				25.26		_____
Irrigation (excluding labor)					58.23	_____
PumpEnergy - Diesel/Nat'l Gas				7.14		_____
Repairs & Maint.				51.09		_____
Water Assessment (See Note Below) **					**	_____
Other Purchased Inputs & Services					309.38	_____
Seed/Transplants				68.88		_____
Other Services & Rentals				240.50		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					773.73	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					2.07	_____
Tractor/Self Propelled				2.07		_____
Farm Machinery and Vehicles					3.66	_____
Diesel Fuel				1.67		_____
Repairs & Maint.				1.98		_____
Custom Harvest/Post Harvest					1,387.75	_____
Other Materials					448.35	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					1,841.83	_____
OPERATING OVERHEAD->PICKUP USE						
					11.92	_____
OPERATING INTEREST AT 9.0%						
					3.05	_____
TOTAL CASH OPERATING EXPENSES					\$2,630.53	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$358.89)	_____

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

** A water assessment charge of \$27.00/Acre is included in the ownership costs of Table 11B.

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Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 5.3200/Ct	\$2,271.64		\$2,271.64	
TOTAL OPERATING EXPENSES	2,630.53		2,630.53	
RETURN OVER CASH OPERATING EXPENSES		(\$358.89)		(\$358.89)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	5.39		5.39	
Wells & Irrig. System	5.46		5.46	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	131.52		131.52	
General Farm Maint. (3% of Tot. Oper. Exp.)	78.92		78.92	
Total Cash Overhead Expenses	221.29		221.29	
Total Cash Oper. & Over. Cost	2,851.82		2,851.82	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(580.18)		(580.18)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			29.09	
Wells & Irrig. System			42.97	
Interest on Equity, Machinery & Vehicles			11.49	
Wells & Irrig. System			17.10	
Total Capital Allocations			100.65	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		(580.18)		
RETURNS TO LAND, MANAGEMENT & RISK				(680.83)
Land Cost / Rent or Lease	100.00		100.00	
Water Assessment **	27.00		27.00	
Total Land Costs	127.00		127.00	
RETURNS TO MANAGEMENT, CAPITAL & RISK		(707.18)		
RETURNS TO MANAGEMENT & RISK				(807.83)
Management Services (8% of Tot. Oper. Exp.)			210.44	
TOTAL OWNERSHIP COST	348.29		659.38	
TOTAL COST	\$2,978.82		\$3,289.92	
RETURN TO MANAGEMENT, CAPITAL & RISK		(\$707.18)		
RETURN TO RISK (PROFITS)				(\$1,018.28)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Ct)		\$6.16		\$6.16
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.81		\$1.54
BREAK-EVEN PRICE TO COVER TOTAL COST		\$6.97		\$7.70

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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	Aug	Disk	0.225	0.250	3.66	2.07			5.73	3.0	17.18	L
2	Aug	Rip	0.378	0.420	7.14	3.48			10.62	1.0	10.62	L
3	Aug	Laser Level	0.257	0.286	4.78	2.37			7.15	2.0	14.30	L
4	Sep	List	0.225	0.250	3.19	2.07			5.26	1.0	5.26	L
5	Sep	Buck Rows	0.023	0.025	0.10	0.21			0.31	5.0	1.56	G
6	Sep	Preirrigate		0.725		5.01			5.01	1.0	5.01	G
7	Sep	Soil Fertility					12.00		12.00	1.0	12.00	G
8	Sep	Disk Ends	0.023	0.025	0.14	0.21			0.35	5.0	1.76	G
9	Sep	Apply Fert/Ground	0.180	0.200	0.86	1.66		69.69	72.21	1.0	72.21	G
10	Oct	Plant	0.450	0.500	6.60	4.14		68.88	79.62	1.0	79.62	L
11	Oct	Apply Herbicide/Ground	0.180	0.200	1.39	1.66		31.39	34.44	1.0	34.44	G
12	Oct	Set Sprinklers	0.158	0.875	0.57	6.29			6.86	1.0	6.86	G
13	Oct	Irrigate/Sec Sys		1.000	58.23	6.91		5.60	70.74	1.0	70.74	G
14	Oct	Bird Control					3.50		3.50	1.0	3.50	G
15	Nov	Remove Sprinklers	0.158	0.875	0.57	6.29			6.86	1.0	6.86	G
16	Nov	Apply Insect./Ground	0.090	0.100	0.90	0.83		43.89	45.62	1.0	45.62	G
17	Nov	Irrigate/Run Fertilizer		0.200		1.38		23.81	25.19	4.0	100.76	G
18	Nov	Apply Insect./Ground	0.090	0.100	0.90	0.83		11.20	12.93	1.0	12.93	G
19	Nov	Thinning					75.00		75.00	1.0	75.00	G
20	Nov	Cultivate	0.225	0.250	1.73	2.07			3.80	2.0	7.59	G
21	Nov	Apply Insecticide/Air					5.00	13.05	18.05	1.0	18.05	G
22	Dec	Hand Weeding					75.00		75.00	2.0	150.00	G
23	Dec	Apply Insecticide/Air					5.50	16.29	21.79	1.0	21.79	G
24	Jan	Harvest/Field Pa 427.0 Ct					1,387.75	448.35	1,836.10	1.0	1,836.10	H
25	Jan	Residue Disposal	0.225	0.250	3.66	2.07			5.73	1.0	5.73	P
		Pickup Use 50 Mi/Ac	1.670		11.92						11.92	O
		Operating Interest at 9.00%					3.37				3.37	O
TOTAL CASH OPERATING EXPENSES:					\$121.15	\$63.95	\$1,642.12	\$803.58			\$2,630.80	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 \$27.00/Acre included as ownership cost in Table 11B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)					
		Prices ->	-25%	-10%	Budgeted	+10%	+25%
Land Preparation (L)	\$126.98						
Growing (G)	646.69						
Harvest (H)	1,836.10	Yields	\$3.99	\$4.78	\$5.32	\$5.85	\$6.65 Break-even
Post Harvest (P)	5.72						
Marketing (M)	0.00	-25%	320.2	-892.54	-636.98	-466.61	-296.24 -40.68 6.77
Operating Overhead (O)	15.29	-10%	384.3	-913.26	-606.58	-402.14	-197.69 108.97 6.36
		Budgeted	427.0	-927.07	-586.32	-359.16	-131.99 208.74 6.16
		+10%	469.7	-940.88	-566.05	-316.17	-66.29 308.52 5.99
		+25%	533.7	-961.59	-535.66	-251.70	32.24 458.18 5.79
Total (T)	\$2,630.80	Break-even Yield		-2,439.55	1,662.43	783.80	512.79 337.66

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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 C			1.45		22.89	12.07				34.96
SEP C	1.0	12.0	1.56		9.28	11.94	69.69		12.00	102.92
OCT C	0.7	4.2	1.90		47.24	14.14	25.90	48.22	1.75	137.24
NOV C	2.3	13.8	2.11		24.14	15.76	149.66	20.66	81.75	291.97
DEC C	2.0	12.0	1.08		2.01	7.98	63.92		155.50	229.42
JAN N			0.25		3.66	2.07		448.35	1,387.75	1,841.83
Pickup Use 50 Mi/Ac					11.92					11.92
Operating Interest at 9.0% Water Assessment				**					3.36	3.36
Total	6.0	42.0	8.36		121.15	63.96	309.17	517.23	1,642.11	2,630.62
%					4.56	2.41	11.65	19.49	61.88	100.00

TOTAL RESOURCES REQUIREMENTS(/Acre)		TOTAL ENERGY REQUIREMENTS(/Acre)	
Total N	221.8 lbs	Diesel Fuel	30.9 Gal
Total P	225.0 lbs	Regular Gas	0.7 Gal
Total K	0.0 lbs	NonLead Gas	5.0 Gal
Total Labor	8.3 Hrs		
Total Water	42.0 AI	All Direct Energy	5.0 M BTU

EQUIPMENT REQUIREMENTS(/Acre)			
Tractor, 150 PTO HP, MFWD	1.13 Hrs	Offset Disk, 16.5'	0.90 Hrs Tractor, 175 PTO HP 0.89 Hrs
Subsoiler, Heavy Duty, 7 Shnk	0.38 Hrs	Drag Scraper, 14'	0.51 Hrs Laser Receiver, Mast System 0.51 Hrs
Laser Trailer	0.51 Hrs	Lister, 7 Bottom	0.23 Hrs Tractor, 50 PTO HP, MFWD 0.41 Hrs
Rowbuck, 10'	0.12 Hrs	Offset Disk, 10.5'	0.12 Hrs Fertilizer Broadcaster, Towed 0.18 Hrs
Tractor, 100 PTO HP, MFWD	0.45 Hrs	Bed Shaper, 4 Rw	0.45 Hrs Planter, Stanhay, 4 Row 0.45 Hrs
Tractor, 70 PTO HP, MFWD	0.63 Hrs	Directed Spray Rig, 16 Row	0.18 Hrs Tractor, 40 PTO HP, MFWD 0.32 Hrs
Sprinkler Trailer	0.32 Hrs	High Clearance Sprayer, 18 Rw	0.18 Hrs Sled Cultivator, 4Rw 0.45 Hrs
Pickup Truck, 1/2 Ton	1.67 Hrs		

MATERIALS REQUIREMENTS(/Acre)			
Water, District	42.00 AI	00-45-00, Treble Super.	500.00 Lb Head Lettuce Sd 160.00 Th
Benefin	2.00 Pt	Permethrin	24.40 Oz Abamectin 10.00 Oz
33-00-00, Amm. Nitrate, Lqd	64.00 Ga	Methomyl	4.00 Pt BT 2.00 Lb
Gustol	1.00 Lb	Spreader-activator	3.20 Oz Lettuce Cartons 427.00 Ct

LABOR REQUIREMENTS(/Acre)			
Tractor	4.44 Hrs	Irrigators	3.93 Hrs

* NOTE: P = Previous Year C = Current Year N = Next Year
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No.	Month	Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost			Service Cost \$/Unit	Labor Type
				HP	Self-Prop./Implem.		Name	Appl. Rate	\$/Unit		
1	Aug	3.0	Disk	150	Offset Disk, 16.5'	4.00					Tractor
2	Aug	1.0	Rip	175	Subsoiler, Heavy Duty,	2.38					Tractor
3	Aug	2.0	Laser Level	175	Drag Scraper, 14' Laser Receiver, Mast Sy Laser Trailer	3.50					Tractor
4	Sep	1.0	List	150	Lister, 7 Bottom	4.00					Tractor
5	Sep	5.0	Buck Rows	50	Rowbuck, 10'	40.00					Tractor
6	Sep	1.0	Preirrigate			1.38	Water, District	12.00 AI	0.00 AF		Irrigator
7	Sep	1.0	Soil Fertility		CST Soil Analysis (Surf					12.00 Ac	
8	Sep	5.0	Disk Ends	50	Offset Disk, 10.5'	40.00					Tractor
9	Sep	1.0	Apply Fert/Ground	50	Fertilizer Broadcaster,	5.00	00-45-00, Treble S	500.00 Lb	265.50 Tn		Tractor
10	Oct	1.0	Plant	100	Bed Shaper, 4 Rw Planter, Stanhay, 4 Row	2.00	Head Lettuce Sd	160.00 Th	0.41 Th		Tractor
11	Oct	1.0	Apply Herbicide/Groun	70	Directed Spray Rig, 16	5.00	Benefin	2.00 Pt	14.95 Ga		Tractor
12	Oct	1.0	Set Sprinklers	40	Sprinkler Trailer	5.71					Tractor
13	Oct	1.0	Irrigate/Sec Sys			1.00	Water, District Permethrin	6.00 AI 6.40 Oz	0.00 AF 106.75 Ga		Irrigator
14	Oct	1.0	Bird Control		CST Bird Control					3.50 Ac	
15	Nov	1.0	Remove Sprinklers	40	Sprinkler Trailer	5.71					Tractor
16	Nov	1.0	Apply Insect./Ground		High Clearance Sprayer,	10.00	Abamectin	10.00 Oz	535.00 Ga		Tractor
17	Nov	4.0	Irrigate/Run Fertiliz			5.00	Water, District 33-00-00, Amm. Nit	6.00 AI 16.00 Ga	0.00 AF 270.00 Tn		Irrigator
18	Nov	1.0	Apply Insect./Ground		High Clearance Sprayer,	10.00	Methomyl	2.00 Pt	42.68 Ga		Tractor
19	Nov	1.0	Thinning		CST Thinning					75.00 Ac	
20	Nov	2.0	Cultivate	70	Sled Cultivator, 4Rw	4.00					Tractor
21	Nov	1.0	Apply Insecticide/Air		CST Air Spray, 3 Gal Mi		Methomyl Permethrin BT Gustol Spreader-activator	1.00 Pt 6.00 Oz 2.00 Lb 1.00 Lb 1.60 Oz	42.68 Ga 106.75 Ga 0.96 Lb 0.00 Lb 13.67 Ga	5.00 Ac	
22	Dec	2.0	Hand Weeding		CST Hand Weeding					75.00 Ac	
23	Dec	1.0	Apply Insecticide/Air		CST Air Spray, 5 Gal Mi		Methomyl Permethrin Spreader-activator	1.00 Pt 12.00 Oz 1.60 Oz	42.68 Ga 106.75 Ga 13.67 Oz	5.50 Ac	
24	Jan	1.0	Harvest/Field Pack		CST Harvest-Load-Haul L		Lettuce Cartons	427.00 Ct	1.00 Ct	3.25 Ct	
25	Jan	1.0	Residue Disposal	150	Offset Disk, 16.5'	4.00					Tractor
			Pickup Use	50 Mi/Ac	Pickup Truck, 1/2 Ton	0.60					

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

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