CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)   Paid Labor (including benefits)	COUNTY: CROP: AREA:	Pinal Alfalfa Hay Maricopa	FARM: Pind ACRES: YIELD:	1.0 0.0	y Farm  Tn/Acre		WATER SOURCE: IRRIGATION SYSTEM: PREVIOUS CROP:	CAID Flood Basin Wheat, Winter	SOIL:	Conventional Sandy-Loam 10/07/96
Paid Labor (including benefits)	It	cem		Ū	nit	Quantity				Your Farm Budget
Tractor/Self Propelled	CASH LA	AND PREPARATION AND	GROWING EXPENS	ES (incl	uding sal	les tax)				
Irrigation	Pai	d Labor (including	g benefits)		_				42.29	
Chemicals & Custom Applications		Tractor/Self I	Propelled					29.16		
Fertilizers 33.08  Farm Machinery and Vehicles 28.50  Diesel Fuel 14.24  Repairs & Maint. 14.26  Irrigation Water (excluding labor) 63.34  Water Assessment (See Note Below) **  Other Purchased Inputs & Services 55.13  Seed/Transplants 55.13  TOTAL CASH LAND PREPARATION AND GROWING EXPENSES 222.33  CASH HARVEST AND POST HARVEST EXPENSES  TOTAL HARVEST AND POST HARVEST EXPENSES 0.00  OPERATING OVERHEAD->PICKUP USE 7.69  OPERATING INTEREST AT 8.0% 3.89  TOTAL CASH OPERATING EXPENSES \$233.91		Irrigation						13.13		
Farm Machinery and Vehicles	Che	emicals & Custom Ag	plications						33.08	
Diesel Fuel		<b>Fertilizers</b>						33.08		
Repairs & Maint. 14.26  Irrigation Water (excluding labor) 63.34  Water Assessment (See Note Below) **	Far	rm Machinery and Ve	ehicles						28.50	
Irrigation Water (excluding labor)  Water Assessment (See Note Below) **  Other Purchased Inputs & Services  Seed/Transplants  TOTAL CASH LAND PREPARATION AND GROWING EXPENSES  CASH HARVEST AND POST HARVEST EXPENSES  TOTAL HARVEST AND POST HARVEST EXPENSE  OPERATING OVERHEAD->PICKUP USE  OPERATING INTEREST AT 8.0%  TOTAL CASH OPERATING EXPENSES  \$233.91										
Water Assessment (See Note Below) ** Other Purchased Inputs & Services 55.13 Seed/Transplants 55.13  TOTAL CASH LAND PREPARATION AND GROWING EXPENSES 222.33  CASH HARVEST AND POST HARVEST EXPENSES  TOTAL HARVEST AND POST HARVEST EXPENSE 0.00  OPERATING OVERHEAD->PICKUP USE 7.69 OPERATING INTEREST AT 8.0% 3.89  TOTAL CASH OPERATING EXPENSES \$233.91		Repairs & Mair	nt.					14.26		
Other Purchased Inputs & Services 55.13 Seed/Transplants 55.13  TOTAL CASH LAND PREPARATION AND GROWING EXPENSES 222.33  CASH HARVEST AND POST HARVEST EXPENSES  TOTAL HARVEST AND POST HARVEST EXPENSE 0.00  OPERATING OVERHEAD->PICKUP USE 7.69 OPERATING INTEREST AT 8.0%  TOTAL CASH OPERATING EXPENSES \$233.91		=	_						63.34	
Seed/Transplants 55.13  TOTAL CASH LAND PREPARATION AND GROWING EXPENSES 222.33  CASH HARVEST AND POST HARVEST EXPENSES  TOTAL HARVEST AND POST HARVEST EXPENSE 0.00  OPERATING OVERHEAD->PICKUP USE 7.69 OPERATING INTEREST AT 8.0%  TOTAL CASH OPERATING EXPENSES \$233.91		-	·							
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES  CASH HARVEST AND POST HARVEST EXPENSES  TOTAL HARVEST AND POST HARVEST EXPENSE  OPERATING OVERHEAD->PICKUP USE OPERATING INTEREST AT 8.0%  TOTAL CASH OPERATING EXPENSES  \$22.33	Oth	<del>-</del>							55.13	
CASH HARVEST AND POST HARVEST EXPENSES  TOTAL HARVEST AND POST HARVEST EXPENSE  OPERATING OVERHEAD->PICKUP USE OPERATING INTEREST AT 8.0%  TOTAL CASH OPERATING EXPENSES  \$233.91		Seed/Transplar	nts					55.13		
TOTAL HARVEST AND POST HARVEST EXPENSE  OPERATING OVERHEAD->PICKUP USE OPERATING INTEREST AT 8.0%  TOTAL CASH OPERATING EXPENSES  0.00  7.69 3.89			TOTAL CASH LAND	PREPARA	TION AND	GROWING EX	KPENSES	_	222.33	
OPERATING OVERHEAD->PICKUP USE OPERATING INTEREST AT 8.0%  TOTAL CASH OPERATING EXPENSES  7.69 3.89	CASH HA	ARVEST AND POST HAI	RVEST EXPENSES							
OPERATING INTEREST AT 8.0%			TOTAL HARVEST A	ND POST	HARVEST E	EXPENSE		_	0.00	
TOTAL CASH OPERATING EXPENSES \$233.91	OPERATI	ING OVERHEAD->PICKU	JP USE						7.69	
TOTAL CASH OPERATING EXPENSES \$233.91	OPERATI	ING INTEREST AT	3.0%							
			TOTAL CASH OPER	ATING EX	PENSES			==:		========
						KPENSES		(	\$233.91)	

Notes: The above figures do not include ownership costs, see Table 4B on Next Page for detailed cost allocation.

<sup>\*\*</sup> A water assessment charge of \$18.75/Acre is included in the ownership costs of Table 4B.

TILLAGE: Conventional COUNTY: Pinal FARM: Pinal County Farm WATER SOURCE: CAID IRRIGATION SYSTEM: Flood Basin CROP: Alfalfa Hay ACRES: 1.0 SOIL: Sandy-Loam 0.0 Tn/Acre AREA: Maricopa YIELD: PREVIOUS CROP: Wheat, Winter DATE: 10/07/96

AREA: Maricopa IIEED: 0.0 III/	ACTE PREVIOUS CROP: Wheat	, winter DATE: 10/07/96
Item	- CASH COST BASIS (\$/ACRE) - Income & Costs Net Returns	- TOTAL COST BASIS (\$/ACRE)   Income & Costs Net Return
TOTAL INCOME at \$ 0.0000/Tn	\$0.00	\$0.00
TOTAL OPERATING EXPENSES	233.91	233.91
RETURN OVER CASH OPERATING EXPENSES	( \$233.91)	( \$233.91
CASH OVERHEAD EXPENSES		
Taxes, Housing & Insur., Farm Machinery	3.31	3.31
Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)	11.69	11.69
General Farm Maint. (3% of Tot. Oper. Exp.)	7.02	7.02
Total Cash Overhead Expenses	22.02	22.02
Total Cash Oper. & Over. Cost	255.94	   255.94
RETURNS OVER CASH OPER. & OVER. EXPENSES.	( 255.94)	( 255.94
CAPITAL ALLOCATIONS (100% Equity)		
Capital Replacement, Machinery & Vehicles		i 16.70
Interest on Equity, Machinery & Vehicles		7.09
Total Capital Allocations		l <u>23.78</u>
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK	>( 255.94)	i
RETURNS TO LAND, MANAGEMENT & RISK		>( 279.72
LAND COSTS / OWNERSHIP (100% Equity)		i —
Property Taxes (\$372 X 16% X .16455)	9.79	9.79
Opport. Inter. on Land (100% X 6.0% X \$372)		22.32
Water Assessment **	18.75	18.75
Total Land Costs	28.54	50.86
RETURNS TO MANAGEMENT, CAPITAL & RISK ————————————————————————————————————	>( 284.48)	1
RETURNS TO MANAGEMENT & RISK —		>( 330.59
Management Services ( 8% of Tot. Oper. Exp.)		18.71
TOTAL OWNERSHIP COST	50.56	115.39
TOTAL COST	======== \$284.48	
RETURN TO MANAGEMENT, CAPITAL & RISK		i
RETURN TO RISK (PROFITS)		>( \$349.30

COUNTY:	Pinal	FARM:	Pinal (	County	Farm	WATER SOURCE:	CAID	TILLAGE:	Conventional
CROP:	Alfalfa Hay	ACRES:		1.0		IRRIGATION SYSTEM:	Flood Basin	SOIL:	Sandy-Loam
AREA:	Maricopa	YIELD:		0.0	Tn/Acre	PREVIOUS CROP:	Wheat, Winter	DATE:	10/07/96

	First		— Hours * -   ——— Operating Costs (\$/Acre*) ———								Tot. Cash	
No.	Month	Operation	Machine	Labor	Fuel/Rps	. Labor	Cust/Ser.	Materials	Total	Times	Expense	Class
1	Aug	Disk	0.225	0.250	2.54	2.10			4.64	2.0	9.28	L
2	Aug	Rip	0.600	0.667	5.38	5.61			10.99	2.0	21.97	L
3	Sep	Apply Fert/Ground	0.075	0.083	0.46	0.70		33.08	34.24	1.0	34.24	G
4	Sep	Laser Level	0.900	1.000	7.88	8.41			16.29	1.0	16.29	L
5	Sep	Make Borders	0.045	0.050	0.36	0.42			0.78	1.0	0.78	G
6	Sep	Mulch	0.225	0.250	1.82	2.10			3.92	1.0	3.92	L
7	Sep	Plant	0.225	0.250	2.15	2.10		55.13	59.38	1.0	59.38	L
8	Sep	Irrigate		1.124		7.88		38.00	45.88	1.0	45.88	G
9	Sep	Irrigate		0.375		2.63		12.67	15.30	2.0	30.60	G
	_	Pickup Use 30 Mi/Ac	1.000		7.68						7.68	0
		Operating Interest at 8.00%					3.90				3.90	0
		TOTAL CASH OPERATING EXPENSE	s:		\$36.19	\$42.29	\$3.90	\$151.55			\$233.93	T

<sup>\*</sup> 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 \$18.75/Acre included as ownership cost in Table 4B.

OPERATING COST SUMMARY BY C	LASS	١
Land Preparation (L)	\$110.84	- 1
Growing (G)	111.49	- 1
Harvest (H)	0.00	- 1
Post Harvest (P)	0.00	- 1
Marketing (M)	0.00	- 1
Operating Overhead (O)	11.58	- 1
		- 1
Total (T)	\$233.92	- 1

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COUNTY: CROP: AREA:	Pinal Alfalfa Maricopa		FARM: Pinal ACRES: YIELD:	County Farm 1.0 0.0 Tn/Acre	I	ATER SOU RRIGATIO REVIOUS	N SYS	TEM: F	AID Lood Ba neat, W		SOIL:	Conventional Sandy-Loam 10/07/96
		Water					perat	ing Cos	st (\$/#	Acre) —		
	Number	11	Total	Purchased	Fuel, Oil		_	_	• • • •	Other		
Month *	Irrig.	(Inches)	Labor (Hrs)	Water	& Repairs	Lab	or	Chemic	cals	Purchases	Servi	es Total
AUG C			0.91		7.91	7.	71					15.63
SEP C	1.0	8.0	3.17	25.34	19.51	25.	65	33.0	08	27.56		131.13
OCT C	1.0	8.0	0.87 j	25.34	1.08	6.	30			27.56		60.28
NOV C	0.5	2.0	0.18 i	6.34		1.	31					7.65
DEC C	0.5	2.0	0.18 i	6.34		1.	31					7.65
	Use 30 M	i/Ac	•		7.68							7.68
		st at 8.0%									3.89	3.89
	ssessment			**								
Total	3.0	20.0	5.34 I	63.34	36.19	42.	29	33.0	08	55.13	3.89	233.92
%			i	27.07	15.47	18.	07	14.1	L <b>4</b>	23.56	1.66	100.00
TOTAL RI	ESOURCES	REQUIREMENTS	(/Acre)	TOTAL ENERGY RE	OUIREMENTS	(/Acre)						
Total		22.0 lbs	,	Diesel Fuel	-	14.9	Gal					
Total	P	104.0 lbs		Regular Gas		0.0	Gal					
Total	K	0.0 lbs		NonLead Gas		3.0	Gal					
Total	Labor	5.3 Hrs										
Total	Water	20.0 AI		All Direct En	nergy	2.4	M B	TU				
EOUIPME	NT REOUIR	EMENTS (/Acre)	)									
-	-	TO HP, MFWD		Offset Disk,	13.5'		0.4	5 Hrs	V-Ripp	er, 5 Shnk		1.20 Hrs
	•	TO HP, MFWD		Fertilizer B		Towed				Scraper, 10'		0.90 Hrs
	•	, Mast System		Laser Trailer			0.9			Disk, Heav		0.05 Hrs
	packer, 1	· -		Grain Drill,			0.2			Truck, 1/2		1.00 Hrs
MATERIA	LS REQUIR	EMENTS (/Acre)	)									
11-52	-00, Dry		200.00 Lb	Alfalfa Sd, (	Cert		25.0	0 Lb	Water,	District		20.00 AI
LABOR RI		TS(/Acre)	3.47 Hrs	Irrigators			1.8	7 Hrs				

P = Previous Year C = Current Year N = Next Year

<sup>\*\*</sup> A water assessment charge of \$18.75/Acre included as ownership cost in Table 4B.

		Pinal	FARM: Pinal County Farm ACRES: 1.0		WATER SOURCE: IRRIGATION SYSTEM:	CAID	TILLAGE: Convention
CRO ARE		Alfalfa Hay Maricopa	YIELD:	0.0 Tn/Acre	PREVIOUS CROP:	Flood Basin Wheat, Winter	SOIL: Sandy-Loam DATE: 10/07/96
	Firs	st	E	quipment/Custom Oper.	Job Rate — Mater	rial Use & Cost —	Service Cost Labor
No.	Mont	th Times Operation	HP	Self-Prop./Implem.	Acres/Hr Name	Appl. Rate \$/Un:	it \$/Unit Type
1	Aug	2.0 Disk	100	Offset Disk, 13.5'	4.00		Tractor
2	Aug	2.0 Rip	100	V-Ripper, 5 Shnk	1.50		Tractor
3	Sep	1.0 Apply Fert/Ground	1 70	Fertilizer Broadcaster,	12.00 11-52-00, Dry	200.00 Lb 315.0	00 Tn Tractor
4	Sep	1.0 Laser Level	100	Drag Scraper, 10'	1.00		Tractor
				Laser Receiver, Mast Sy Laser Trailer			
5	Sep	1.0 Make Borders	100	Border Disk, Heavy Duty	20.00		Tractor
6	Sep	1.0 Mulch	100	Cultipacker, 13'	4.00		Tractor
7	Sep	1.0 Plant	70	Grain Drill, 16'	4.00 Alfalfa Sd, Cert	25.00 Lb 210.0	00 CW Tractor
8	Sep	1.0 Irrigate			0.89 Water, District	12.00 AI 38.0	00 AF Irrigat
9	Sep	2.0 Irrigate			2.67 Water, District	4.00 AI 38.0	00 AF Irrigat
	_	Pickup Use 30 Mi	./Ac	Pickup Truck, 1/2 Ton	1.00		_
		_		_			

<sup>\*</sup> NOTE: Machine times, labor times, and material rates are for one time over the designated acreage.

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<sup>\*\*</sup> A water assessment charge of \$18.75/Acre included as ownership cost in Table 4B.