

Table 4A. Income and Cash Operating Cost Summary, Alfalfa Stand Establish, 1996

COUNTY: Pima FARM: Pima County Farm WATER SOURCE: C-MID TILLAGE: Double Cropped
 CROP: Alfalfa Hay ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Marana YIELD: 0.0 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 10/14/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					24.59	_____
Tractor/Self Propelled				17.59		_____
Irrigation				7.00		_____
Chemicals & Custom Applications					34.13	_____
Fertilizers				34.13		_____
Farm Machinery and Vehicles					22.12	_____
Diesel Fuel				10.36		_____
Repairs & Maint.				11.76		_____
Irrigation Water (excluding labor)					55.00	_____
Other Purchased Inputs & Services					55.13	_____
Seed/Transplants				55.13		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					190.95	_____
CASH HARVEST AND POST HARVEST EXPENSES						
TOTAL HARVEST AND POST HARVEST EXPENSE					0.00	_____
OPERATING OVERHEAD->PICKUP USE					5.02	_____
OPERATING INTEREST AT 9.0%					3.33	_____
TOTAL CASH OPERATING EXPENSES					\$199.30	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$199.30)	_____

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

Table 4B. Allocation of Ownership Costs; Alfalfa Stand Establish, 1996

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Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 0.0000/Tn	\$0.00		\$0.00	
TOTAL OPERATING EXPENSES	199.30		199.30	
RETURN OVER CASH OPERATING EXPENSES		(\$199.30)		(\$199.30)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	2.66		2.66	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	9.96		9.96	
General Farm Maint. (3% of Tot. Oper. Exp.)	5.98		5.98	
Total Cash Overhead Expenses	<u>18.60</u>		<u>18.60</u>	
Total Cash Oper. & Over. Cost	217.90		217.90	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(217.90)		(217.90)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			13.81	
Interest on Equity, Machinery & Vehicles			5.65	
Total Capital Allocations			<u>19.45</u>	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		→(217.90)		
RETURNS TO LAND, MANAGEMENT & RISK				→(237.36)
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$540 X 16% X .14778)	6.38		6.38	
Opport. Inter. on Land (100% X 6.0% X \$540)			16.20	
Total Land Costs	<u>6.38</u>		<u>22.58</u>	
RETURNS TO MANAGEMENT, CAPITAL & RISK		→(224.29)		
RETURNS TO MANAGEMENT & RISK				→(259.94)
Management Services (8% of Tot. Oper. Exp.)			15.94	
TOTAL OWNERSHIP COST	<u>24.98</u>		<u>76.58</u>	
TOTAL COST	<u>=====</u> \$224.29		<u>=====</u> \$275.89	
RETURN TO MANAGEMENT, CAPITAL & RISK		→(\$224.29)		
RETURN TO RISK (PROFITS)				→(\$275.89)

Table 4C. Variable Operating Costs; Alfalfa Stand Establish, 1996

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No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)				Total	Times	Tot. Cash Expense	Class
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials				
1	Aug	Disk	0.225	0.250	3.21	2.10			5.31	3.0	15.94	L
2	Aug	Rip	0.360	0.400	4.31	3.36			7.67	1.0	7.67	L
3	Sep	Laser Level	0.450	0.500	5.56	4.20			9.76	1.0	9.76	L
4	Sep	Apply Fert/Ground	0.075	0.083	0.33	0.70		34.13	35.16	1.0	35.16	G
5	Sep	Make Borders	0.045	0.050	0.23	0.42			0.65	1.0	0.65	G
6	Oct	Plant	0.277	0.308	2.04	2.59		55.13	59.76	1.0	59.76	L
7	Oct	Irrigate		0.599		4.20		33.00	37.20	1.0	37.20	G
8	Oct	Irrigate		0.200		1.40		11.00	12.40	2.0	24.80	G
		Pickup Use 20 Mi/Ac	0.670		5.02						5.02	O
		Operating Interest at 9.00%						3.33			3.33	O
TOTAL CASH OPERATING EXPENSES:					\$27.14	\$24.57	\$3.33	\$144.26			\$199.30	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)	\$93.12
Growing (G)	97.81
Harvest (H)	0.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	8.35
Total (T)	\$199.29

Table 4E. Schedule of Operations; Alfalfa Stand Establish, 1996

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No.	First 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, 13.5'	4.00					Tractor
2	Aug	1.0	Rip	150	V-Ripper, 5 Shnk	2.50					Tractor
3	Sep	1.0	Laser Level	150	Drag Scraper, 14' Laser Receiver, Mast Sy Laser Trailer	2.00					Tractor
4	Sep	1.0	Apply Fert/Ground	50	Fertilizer Broadcaster,	12.00	11-48-00, Dry	200.00 Lb	325.00 Tn		Tractor
5	Sep	1.0	Make Borders	70	Border Disk, 6' Disk	20.00					Tractor
6	Oct	1.0	Plant	50	Grain Drill, 12'	3.25	Alfalfa Sd, Cert	25.00 Lb	210.00 CW		Tractor
7	Oct	1.0	Irrigate			1.67	Water, District	12.00 AI	33.00 AF		Irrigator
8	Oct	2.0	Irrigate			5.00	Water, District	4.00 AI	33.00 AF		Irrigator
			Pickup Use 20 Mi/Ac		Pickup Truck, 1/2 Ton	1.50					

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