

Table 6A. Income and Cash Operating Cost Summary, Alfalfa Silage w/Sheep, 1996

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Conventional
 CROP: Alfalfa Silage/Graze ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 20.0 Tn/Acre PREVIOUS CROP: Alfalfa Silage/G DATE: 09/23/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Silage	Ton	20.00	\$35.0000	\$700.00		
Sheep	Head Days	200.00	0.0900	18.00	\$718.00	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					29.43	
Irrigation				29.43		
Chemicals & Custom Applications					54.71	
Insecticides				25.96		
Herbicides				28.75		
Farm Machinery and Vehicles					0.00	
Irrigation Water (excluding labor)					95.96	
Water Assessment (See Note Below) **					**	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					180.10	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					33.36	
Tractor/Self Propelled				23.55		
Other/Contract				9.81		
Farm Machinery and Vehicles					52.15	
Diesel Fuel				12.54		
Repairs & Maint.				39.61		
TOTAL HARVEST AND POST HARVEST EXPENSE					85.51	
OPERATING OVERHEAD->PICKUP USE						9.91
OPERATING INTEREST AT 8.0%						0.46
TOTAL CASH OPERATING EXPENSES					\$275.98	
RETURNS OVER CASH OPERATING EXPENSES					\$442.02	

Notes: The above figures do not include ownership costs, see Table 6B on Next Page for detailed cost allocation.

** A water assessment charge of \$20.34/Acre is included in the ownership costs of Table 6B.

Table 6B. Allocation of Ownership Costs; Alfalfa Silage w/Sheep, 1996

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Conventional
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Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 35.0000/Tn + 2nd Crop	\$718.00		\$718.00	
TOTAL OPERATING EXPENSES	275.97		275.97	
RETURN OVER CASH OPERATING EXPENSES		\$442.02		\$442.02
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	7.18		7.18	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	13.79		13.79	
General Farm Maint. (3% of Tot. Oper. Exp.)	8.28		8.28	
Total Cash Overhead Expenses	<u>29.25</u>		<u>29.25</u>	
Total Cash Oper. & Over. Cost	305.23		305.23	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		412.76		412.76
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			50.14	
Interest on Equity, Machinery & Vehicles			3.08	
Stand Establishment (3 Year Crop)	106.44		106.44	
Total Capital Allocations	<u>106.44</u>		<u>159.65</u>	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		306.32		
RETURNS TO LAND, MANAGEMENT & RISK				253.10
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$702 X 16% X .12601)	14.15		14.15	
Opport. Inter. on Land (100% X 6.0% X \$702)			42.12	
Water Assessment **	<u>20.34</u>		<u>20.34</u>	
Total Land Costs	34.49		76.61	
RETURNS TO MANAGEMENT, CAPITAL & RISK		271.82		
RETURNS TO MANAGEMENT & RISK				176.49
Management Services (8% of Tot. Oper. Exp.)			22.07	
TOTAL OWNERSHIP COST	<u>170.19</u>		<u>287.60</u>	
TOTAL COST	<u>\$446.17</u>		<u>\$563.58</u>	
RETURN TO MANAGEMENT, CAPITAL & RISK		\$271.82		
RETURN TO RISK (PROFITS)				\$154.41
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Tn)		\$12.89		\$12.89
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$8.50		\$14.38
BREAK-EVEN PRICE TO COVER TOTAL COST		\$21.40		\$27.27

Table 6C. Variable Operating Costs; Alfalfa Silage w/Sheep, 1996

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Conventional
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 AREA: Salt River Project YIELD: 20.0 Tn/Acre PREVIOUS CROP: Alfalfa Silage/G DATE: 09/23/96

No.	Month	First Operation	— Hours * —		Operating Costs (\$/Acre*)				Tot. Cash Expense	Class		
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials			Total	
1	Jan	Apply Insecticide/Air					6.00	7.51	13.51	1.0	13.51	G
2	Feb	Irrigate		0.300			2.10	2.50	4.60	8.0	36.80	G
3	Mar	Irrigate/Run Herbicide		0.300			2.10	17.45	19.55	6.0	117.30	G
4	Apr	Apply Insecticide/Air					6.00	6.45	12.45	1.0	12.45	G
5	Apr	Swathing	0.180	0.200	2.41	1.40			3.81	7.0	26.68	H
6	Apr	Chopping	0.180	0.200	3.46	1.68			5.14	7.0	35.97	H
7	Apr	Field Transport	0.180	0.200	1.58	1.68			3.26	7.0	22.82	H
		Pickup Use 40 Mi/Ac	1.330		9.90						9.90	O
		Operating Interest at 8.00%					0.46				0.46	O
TOTAL CASH OPERATING EXPENSES:					\$62.05	\$62.72	\$12.46	\$138.66			\$275.89	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 \$20.34/Acre included as ownership cost in Table 6B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)							
		Prices ->		-25%	-10%	Budgeted	+10%	+25%	
Land Preparation (L)	\$0.00								
Growing (G)	180.06								
Harvest (H)	85.46	Yields		\$26.25	\$31.50	\$35.00	\$38.50	\$43.75	Break-even
Post Harvest (P)	0.00								
Marketing (M)	0.00	-25%	15.0	139.22	217.97	270.47	322.97	401.72	16.96
Operating Overhead (O)	10.36	-10%	18.0	205.15	299.65	362.65	425.65	520.15	14.85
		Budgeted	20.0	249.10	354.10	424.10	494.10	599.10	13.79
Total (T)	\$275.89	+10%	22.0	293.05	408.55	485.55	562.55	678.05	12.92
		+25%	25.0	358.98	490.23	577.73	665.23	796.48	11.89
		Break-even Yield		8.66	6.99	6.19	5.56	4.82	

Table 6D. Resource and Cash Flow Requirements; Alfalfa Silage w/Sheep, 1996

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 AREA: Salt River Project YIELD: 20.0 Tn/Acre PREVIOUS CROP: Alfalfa Silage/G DATE: 09/23/96

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
JAN C							7.51		6.00	13.51
FEB C	1.0	6.0	0.30			2.10				2.10
MAR C	1.0	6.0	0.30			2.10	4.79			6.89
APR C	2.0	12.0	1.20		7.45	8.97	11.24		6.00	33.66
MAY C	1.0	6.0	0.90	5.00	7.45	6.87				19.32
JUN C	2.0	12.0	1.20	10.00	7.45	8.97	4.79			31.21
JUL C	2.0	12.0	1.20	10.00	7.45	8.97	4.79			31.21
AUG C	1.0	6.0	0.90	5.00	7.45	6.87				19.32
SEP C	2.0	12.0	1.20	33.00	7.45	8.97	4.79			54.21
OCT C	1.0	6.0	0.90	16.50	7.45	6.87	4.79			35.61
NOV C	1.0	6.0	0.30	16.50		2.10				18.60
Pickup Use 40 Mi/Ac					9.90					9.90
Operating Interest at 8.0%									0.34	0.34
Water Assessment				**						
Total	14.0	84.0	8.40	96.00	62.05	62.79	42.70		12.34	275.89
%				34.79	22.49	22.76	15.48		4.47	100.00
TOTAL RESOURCES REQUIREMENTS (/Acre)			TOTAL ENERGY REQUIREMENTS (/Acre)							
Total N	0.0 lbs		Diesel Fuel		14.3	Gal				
Total P	0.0 lbs		Regular Gas		0.0	Gal				
Total K	0.0 lbs		NonLead Gas		4.0	Gal				
Total Labor	8.4 Hrs		All Direct Energy		2.4	M BTU				
Total Water	84.0 AI									
EQUIPMENT REQUIREMENTS (/Acre)										
Windrower, 14.0', HS, SC			1.26 Hrs	Tractor, 100 PTO HP, MFWD			1.26 Hrs	Forage Harvester PTO WP6.2	1.26 Hrs	
Forage Wagon PTO Unloader			2.52 Hrs	Tractor, 60 PTO HP, MFWD			1.26 Hrs	Pickup Truck, 1/2 Ton	1.33 Hrs	
MATERIALS REQUIREMENTS (/Acre)										
Disulfoton			1.00 Pt	Water, District			84.00 AI	EPTC	8.40 Pt	
Dimethoate			1.50 Pt							
LABOR REQUIREMENTS (/Acre)										
Irrigators			4.20 Hrs	Harvest			1.40 Hrs	Tractor	2.80 Hrs	

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

** A water assessment charge of \$20.34/Acre included as ownership cost in Table 6B.

Table 6E Schedule of Operations; Alfalfa Silage w/Sheep, 1996

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 CROP: Alfalfa Silage/Graze ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 20.0 Tn/Acre PREVIOUS CROP: Alfalfa Silage/G DATE: 09/23/96

No.	Month	First 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	Jan	1.0	Apply Insecticide/Air	CST	Air Spray, 3 Gal Mi		Disulfoton	1.00 Pt	57.21 Ga	6.00 Ac	
2	Feb	8.0	Irrigate			3.33	Water, District	6.00 AI	0.00 AF		Irrigator
3	Mar	6.0	Irrigate/Run Herbicid			3.33	Water, District	6.00 AI	0.00 AF		Irrigator
							EPTC	1.40 Pt	26.08 Ga		
4	Apr	1.0	Apply Insecticide/Air	CST	Air Spray, 3 Gal Mi		Dimethoate	1.50 Pt	32.75 Ga	6.00 Ac	
5	Apr	7.0	Swathing		Windrower, 14.0', HS, S	5.00					Harvest
6	Apr	7.0	Chopping	100	Forage Harvester PTO WP	5.00					Tractor
					Forage Wagon PTO Unload						
7	Apr	7.0	Field Transport	60	Forage Wagon PTO Unload	5.00					Tractor
			Pickup Use 40 Mi/Ac		Pickup Truck, 1/2 Ton	0.75					

* NOTE: Machine times, labor times, and material rates are for one time over the designated acreage.
 ** A water assessment charge of \$20.34/Acre included as ownership cost in Table 6B.