

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

COUNTY: Mohave FARM: Mohave County Farm WATER SOURCE: ColPum TILLAGE: Conventional
 CROP: Alfalfa Hay ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Mohave Valley YIELD: 0.0 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 10/03/96

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)					22.53	_____
Tractor/Self Propelled				18.01		_____
Irrigation				4.52		_____
Chemicals & Custom Applications					52.54	_____
Fertilizers				31.75		_____
Herbicides				20.79		_____
Farm Machinery and Vehicles					26.02	_____
Diesel Fuel				13.63		_____
Repairs & Maint.				12.39		_____
Irrigation (excluding labor)					5.02	_____
Pump Energy - Elect.				4.52		_____
Repairs & Maint.				0.50		_____
Other Purchased Inputs & Services					62.69	_____
Seed/Transplants				62.69		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					168.79	_____
CASH HARVEST AND POST HARVEST EXPENSES						
TOTAL HARVEST AND POST HARVEST EXPENSE					0.00	_____
OPERATING OVERHEAD->PICKUP USE						
TOTAL CASH OPERATING EXPENSES					\$176.42	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$176.42)	_____

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	176.42		176.42	
RETURN OVER CASH OPERATING EXPENSES		(\$176.42)		(\$176.42)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	2.73		2.73	
Wells & Irrig. System	0.22		0.22	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	8.82		8.82	
General Farm Maint. (3% of Tot. Oper. Exp.)	5.29		5.29	
Total Cash Overhead Expenses	<u>17.06</u>		<u>17.06</u>	
Total Cash Oper. & Over. Cost	193.48		193.48	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(193.48)		(193.48)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			14.25	
Wells & Irrig. System			1.36	
Interest on Equity, Machinery & Vehicles			11.18	
Wells & Irrig. System			0.52	
Total Capital Allocations			<u>27.30</u>	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		>(193.48)		
RETURNS TO LAND, MANAGEMENT & RISK				>(220.79)
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$510 X 16% X .10038)	8.19		8.19	
Opport. Inter. on Land (100% X 6.0% X \$510)			30.60	
Total Land Costs	<u>8.19</u>		<u>38.79</u>	
RETURNS TO MANAGEMENT, CAPITAL & RISK		>(201.67)		
RETURNS TO MANAGEMENT & RISK				>(259.58)
Management Services (8% of Tot. Oper. Exp.)			14.11	
TOTAL OWNERSHIP COST	<u>25.25</u>		<u>97.27</u>	
TOTAL COST	<u>\$201.67</u>		<u>\$273.69</u>	
RETURN TO MANAGEMENT, CAPITAL & RISK		>(\$201.67)		
RETURN TO RISK (PROFITS)				>(\$273.69)

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

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No.	Month	First Operation	— Hours * —		Operating Costs (\$/Acre*)				Total	Times	Tot. Cash	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials			Expense	Class
1	Aug	Plow	0.300	0.333	5.34	2.80			8.14	1.0	8.14	L
2	Aug	Disk	0.225	0.250	3.65	2.10			5.75	1.0	5.75	L
3	Aug	Laser Level	0.900	1.000	12.03	8.41			20.44	0.3	6.13	L
4	Aug	Landplane	0.450	0.500	7.50	4.20			11.70	0.7	8.19	L
5	Aug	Make Borders	0.090	0.100	1.16	0.84			2.00	2.0	4.00	G
6	Sep	Preirrigate		0.323	2.51	2.26			4.77	1.0	4.77	G
7	Sep	Apply Fert/Ground	0.075	0.083	0.67	0.70	31.75		33.12	1.0	33.12	G
8	Sep	Disk	0.150	0.167	2.43	1.40	20.79		24.62	1.0	24.62	L
9	Oct	Plant	0.300	0.333	1.76	2.80	62.69		67.25	1.0	67.25	L
10	Oct	Scratch	0.113	0.125	0.98	1.05			2.03	1.0	2.03	G
11	Oct	Irrigate		0.161	1.25	1.13			2.38	2.0	4.76	G
		Pickup Use 30 Mi/Ac	1.000		7.63						7.63	O
TOTAL CASH OPERATING EXPENSES:					\$38.66	\$22.51	\$0.00	\$115.23			\$176.40	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)	\$120.08
Growing (G)	48.68
Harvest (H)	0.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	7.63
Total (T)	\$176.40

Table 4D. Resource and Cash Flow Requirements; Alfalfa Stand Establish, 1996

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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			1.33		19.00	11.21				30.21
SEP C	1.0	10.0	0.90		7.38	7.17	52.54	62.69		129.77
OCT C	1.0	5.0	0.38		3.39	3.02				6.41
NOV C	1.0	5.0	0.16		1.25	1.13				2.38
Pickup Use	30 Mi/Ac				7.63					7.63
Operating Interest at 8.0%										
Total	3.0	20.0	2.78		38.66	22.53	52.54	62.69		176.41
%					21.91	12.76	29.78	35.53		100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)			TOTAL ENERGY REQUIREMENTS (/Acre)		
Total N	21.1 lbs		Diesel Fuel	12.6	Gal
Total P	99.8 lbs		Regular Gas	0.0	Gal
Total K	0.0 lbs		NonLead Gas	3.0	Gal
Total Labor	2.7 Hrs		Electricity/Pumping	72.9	KWH
Total Water	20.0 AI		All Direct Energy	2.3	M BTU

EQUIPMENT REQUIREMENTS (/Acre)					
Tractor, 150 PTO HP, MFWD	1.44 Hrs	Moldboard Plow, 5-16 2 Way	0.30 Hrs	Dbl. Offset Disk, 13'	0.38 Hrs
Drag Scraper, 10'	0.27 Hrs	Laser Receiver, Mast System	0.27 Hrs	Laser Trailer	0.27 Hrs
Landplane 14'X 60'	0.32 Hrs	Blade Scraper, 10'	0.18 Hrs	Tractor, 100 PTO HP, MFWD	0.19 Hrs
Fertilizer Broadcaster, Towed	0.08 Hrs	Tractor, 70 PTO HP, MFWD	0.30 Hrs	Seeder, Broadcast	0.30 Hrs
Cultipacker, 13'	0.11 Hrs	Pickup Truck, 1/2 Ton	1.00 Hrs		

MATERIALS REQUIREMENTS (/Acre)					
Water, Pump	20.00 AI	11-52-00, Dry	192.00 Lb	Trifluralin	20.00 Lb
Alfalfa Sd, Cert	27.00 Lb	Oat Seed	15.00 Lb		

LABOR REQUIREMENTS (/Acre)					
Tractor	2.14 Hrs	Irrigators	0.65 Hrs		

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

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

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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	Aug	1.0	Plow	150	Moldboard Plow, 5-16 2	3.00					Tractor
2	Aug	1.0	Disk	150	Dbl. Offset Disk, 13'	4.00					Tractor
3	Aug	0.3	Laser Level	150	Drag Scraper, 10' Laser Receiver, Mast Sy Laser Trailer	1.00					Tractor
4	Aug	0.7	Landplane	150	Landplane 14' X 60'	2.00					Tractor
5	Aug	2.0	Make Borders	150	Blade Scraper, 10'	10.00					Tractor
6	Sep	1.0	Preirrigate			3.10	Water, Pump	10.00 AI	3.01 AF		Irrigator
7	Sep	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	12.00	11-52-00, Dry	192.00 Lb	315.00 Tn		Tractor
8	Sep	1.0	Disk	150	Dbl. Offset Disk, 13'	6.00	Trifluralin	20.00 Lb	0.99 Lb		Tractor
9	Oct	1.0	Plant	70	Seeder, Broadcast	3.00	Alfalfa Sd, Cert	27.00 Lb	210.00 CW		Tractor
							Oat Seed	15.00 Lb	20.00 CW		
10	Oct	1.0	Scratch	100	Cultipacker, 13'	8.00					Tractor
11	Oct	2.0	Irrigate			6.20	Water, Pump	5.00 AI	3.01 AF		Irrigator
			Pickup Use 30 Mi/Ac		Pickup Truck, 1/2 Ton	1.00					

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