

Table 6A. Income and Cash Operating Cost Summary, Alfalfa, Annual, 1996

COUNTY: Yuma FARM: Yuma County Farm WATER SOURCE: YCWUA TILLAGE: Conventional
 CROP: Alfalfa Hay w/Graze ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 4.5 Tn/Acre PREVIOUS CROP: Lettuce, Iceberg DATE: 09/25/96

| Item | Unit | Quantity | Price /Unit | Budgeted /Acre | Total /Acre | Your Farm Budget |
|--|------|----------|-------------|----------------|-------------|------------------|
| INCOME -> Alfalfa | Ton | 4.50 | \$82.0000 | \$369.00 | \$369.00 | |
| CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax) | | | | | | |
| Paid Labor (including benefits) | | | | | 43.70 | |
| Tractor/Self Propelled | | | | 19.65 | | |
| Irrigation | | | | 24.05 | | |
| Chemicals & Custom Applications | | | | | 103.64 | |
| Fertilizers | | | | 66.15 | | |
| Insecticides | | | | 24.86 | | |
| Herbicides | | | | 12.63 | | |
| Farm Machinery and Vehicles | | | | | 22.23 | |
| Diesel Fuel | | | | 10.72 | | |
| Repairs & Maint. | | | | 11.51 | | |
| Irrigation Water (excluding labor) | | | | | 0.00 | |
| Water Assessment (See Note Below) ** | | | | | ** | |
| Other Purchased Inputs & Services | | | | | 55.13 | |
| Seed/Transplants | | | | 55.13 | | |
| TOTAL CASH LAND PREPARATION AND GROWING EXPENSES | | | | | 224.69 | |
| CASH HARVEST AND POST HARVEST EXPENSES | | | | | | |
| Paid Labor (including benefits) | | | | | 16.59 | |
| Tractor/Self Propelled | | | | 3.24 | | |
| Other/Contract | | | | 13.35 | | |
| Farm Machinery and Vehicles | | | | | 34.47 | |
| Diesel Fuel | | | | 8.72 | | |
| Repairs & Maint. | | | | 25.75 | | |
| Other Materials | | | | | 15.18 | |
| TOTAL HARVEST AND POST HARVEST EXPENSE | | | | | 66.24 | |
| OPERATING OVERHEAD->PICKUP USE | | | | | 10.41 | |
| OPERATING INTEREST AT 8.0% | | | | | 3.58 | |
| TOTAL CASH OPERATING EXPENSES | | | | | \$304.92 | |
| RETURNS OVER CASH OPERATING EXPENSES | | | | | \$64.08 | |

Notes: The above figures do not include ownership costs, see Table 6B on Next Page for detailed cost allocation.
 ** A water assessment charge of \$62.00/Acre is included in the ownership costs of Table 6B.

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 AREA: Yuma Valley North YIELD: 4.5 Tn/Acre PREVIOUS CROP: Lettuce, Iceberg DATE: 09/25/96

| Item | -- CASH COST BASIS (\$/ACRE) - | | - TOTAL COST BASIS (\$/ACRE) - | |
|--|--------------------------------|-------------|--------------------------------|-------------|
| | Income & Costs | Net Returns | Income & Costs | Net Returns |
| TOTAL INCOME at \$ 82.0000/Tn | \$369.00 | | \$369.00 | |
| TOTAL OPERATING EXPENSES | 304.91 | | 304.91 | |
| RETURN OVER CASH OPERATING EXPENSES | | \$64.08 | | \$64.08 |
| CASH OVERHEAD EXPENSES | | | | |
| Taxes, Housing & Insur., Farm Machinery | 7.41 | | 7.41 | |
| Gen. & Off. Overhead (5% of Tot. Oper. Exp.) | 15.24 | | 15.24 | |
| General Farm Maint. (3% of Tot. Oper. Exp.) | 9.15 | | 9.15 | |
| Total Cash Overhead Expenses | 31.80 | | 31.80 | |
| Total Cash Oper. & Over. Cost | 336.72 | | 336.72 | |
| RETURNS OVER CASH OPER. & OVER. EXPENSES. | | 32.27 | | 32.27 |
| CAPITAL ALLOCATIONS (100% Equity) | | | | |
| Capital Replacement, Machinery & Vehicles | | | 47.06 | |
| Interest on Equity, Machinery & Vehicles | | | 9.77 | |
| Total Capital Allocations | | | 56.83 | |
| RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK -----> | | 32.27 | | |
| RETURNS TO LAND, MANAGEMENT & RISK -----> | | | (24.55) | |
| LAND COSTS / OWNERSHIP (100% Equity) | | | | |
| Property Taxes (\$780 X 16% X .13076) | 16.31 | | 16.31 | |
| Opport. Inter. on Land (100% X 6.0% X \$780) | | | 46.80 | |
| Water Assessment ** | 62.00 | | 62.00 | |
| Total Land Costs | 78.31 | | 125.11 | |
| RETURNS TO MANAGEMENT, CAPITAL & RISK -----> | | (46.04) | | |
| RETURNS TO MANAGEMENT & RISK -----> | | | (149.67) | |
| Management Services (8% of Tot. Oper. Exp.) | | | 24.39 | |
| TOTAL OWNERSHIP COST | 110.12 | | 238.14 | |
| TOTAL COST | \$415.04 | | \$543.06 | |
| RETURN TO MANAGEMENT, CAPITAL & RISK -----> | | (\$46.04) | | |
| RETURN TO RISK (PROFITS) -----> | | | (\$174.06) | |
| BREAK-EVEN PRICE TO COVER OPERATING COST (PER Tn) | | \$67.75 | | \$67.75 |
| BREAK-EVEN PRICE TO COVER OWNERSHIP COST | | \$24.47 | | \$52.92 |
| BREAK-EVEN PRICE TO COVER TOTAL COST | | \$92.23 | | \$120.68 |

Table 6C. Variable Operating Costs; Alfalfa, Annual, 1996

COUNTY: Yuma FARM: Yuma County Farm WATER SOURCE: YCWUA TILLAGE: Conventional
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 AREA: Yuma Valley North YIELD: 4.5 Tn/Acre PREVIOUS CROP: Lettuce, Iceberg DATE: 09/25/96

| No. | First Month | Operation | Hours * -- | | Operating Costs (\$/Acre*) | | | | | Tot. Cash Expense | Class | |
|--------------------------------|-------------|-----------------------------|------------|-------|----------------------------|---------|-----------|-----------|-------|-------------------|----------|-------|
| | | | Machine | Labor | Fuel/Rps. | Labor | Cust/Ser. | Materials | Total | | | Times |
| 1 | Jan | Chisel | 0.450 | 0.500 | 4.19 | 4.20 | | | 8.39 | 1.0 | 8.39 | L |
| 2 | Jan | Disk | 0.200 | 0.222 | 2.03 | 1.87 | | | 3.90 | 2.0 | 7.80 | L |
| 3 | Jan | Apply Fert/Ground | 0.150 | 0.167 | 1.24 | 1.40 | | 66.15 | 68.79 | 1.0 | 68.79 | G |
| 4 | Jan | Laser Level | 0.300 | 0.333 | 3.69 | 2.80 | | | 6.49 | 1.0 | 6.49 | L |
| 5 | Jan | Make Borders | 0.150 | 0.167 | 1.22 | 1.40 | | | 2.62 | 1.0 | 2.62 | G |
| 6 | Jan | Rerun Borders | 0.022 | 0.025 | 0.17 | 0.21 | | | 0.38 | 1.0 | 0.38 | G |
| 7 | Jan | Mulch | 0.225 | 0.250 | 2.26 | 2.10 | | | 4.36 | 1.0 | 4.36 | L |
| 8 | Jan | Apply Herb. & Incorporate | 0.225 | 0.250 | 3.56 | 2.10 | | 12.63 | 18.29 | 1.0 | 18.29 | G |
| 9 | Jan | Plant | 0.180 | 0.200 | 1.85 | 1.68 | | 55.13 | 58.66 | 1.0 | 58.66 | L |
| 10 | Feb | Irrigate | | 0.286 | | 2.00 | | | 2.00 | 12.0 | 24.00 | G |
| 11 | Apr | Swathing | 0.150 | 0.167 | 2.04 | 1.17 | | | 3.21 | 5.0 | 16.05 | H |
| 12 | Apr | Raking | 0.069 | 0.077 | 0.64 | 0.65 | | | 1.29 | 5.0 | 6.46 | H |
| 13 | Apr | Baling | 0.129 | 0.143 | 3.12 | 1.00 | | 3.04 | 7.16 | 5.0 | 35.78 | H |
| 14 | Apr | Roadsiding | 0.064 | 0.071 | 1.10 | 0.50 | | | 1.60 | 5.0 | 7.98 | H |
| 15 | Apr | Apply Insecticide/Air | | | | | | 6.00 | 4.06 | 1.0 | 10.06 | G |
| 16 | Sep | Apply Insecticide/Air | | | | | | 6.00 | 8.81 | 1.0 | 14.81 | G |
| | | Pickup Use 40 Mi/Ac | 1.330 | | 10.40 | | | | | | 10.40 | O |
| | | Operating Interest at 8.00% | | | | | | 3.60 | | | 3.60 | O |
| TOTAL CASH OPERATING EXPENSES: | | | | | \$67.11 | \$60.23 | \$15.60 | \$161.98 | | | \$304.92 | 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 \$62.00/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) | \$85.68 | | | | | | | | |
| Growing (G) | 138.95 | | | | | | | | |
| Harvest (H) | 66.27 | Yields | | \$61.50 | \$73.80 | \$82.00 | \$90.20 | \$102.50 | Break-even |
| Post Harvest (P) | 0.00 | | | | | | | | |
| Marketing (M) | 0.00 | -25% | 3.3 | -80.79 | -39.27 | -11.60 | 16.07 | 57.58 | 85.43 |
| Operating Overhead (O) | 14.00 | -10% | 4.0 | -49.21 | 0.59 | 33.80 | 67.01 | 116.83 | 73.65 |
| | | Budgeted | 4.5 | -28.17 | 27.17 | 64.07 | 100.97 | 156.32 | 67.76 |
| | | +10% | 4.9 | -7.12 | 53.76 | 94.35 | 134.94 | 195.82 | 62.93 |
| | | +25% | 5.6 | 24.44 | 93.63 | 139.76 | 185.88 | 255.07 | 57.15 |
| Total (T) | \$304.92 | Break-even Yield | | 5.10 | 4.03 | 3.54 | 3.16 | 2.71 | |

Table 6D. Resource and Cash Flow Requirements; Alfalfa, Annual, 1996

COUNTY: Yuma FARM: Yuma County Farm WATER SOURCE: YCWUA TILLAGE: Conventional
 CROP: Alfalfa Hay w/Graze ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 4.5 Tn/Acre PREVIOUS CROP: Lettuce, Iceberg DATE: 09/25/96

| 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 | | | 2.33 | | 22.23 | 19.65 | 78.78 | 55.13 | | 175.78 |
| FEB C | 2.0 | 8.0 | 0.57 | | | 4.01 | | | | 4.01 |
| MAR C | 1.0 | 4.0 | 0.28 | | | 2.00 | | | | 2.00 |
| APR C | 1.0 | 4.0 | 0.74 | | 6.89 | 5.32 | 4.06 | 3.04 | 6.00 | 25.31 |
| MAY C | 2.0 | 8.0 | 1.03 | | 6.89 | 7.33 | | 3.04 | | 17.26 |
| JUN C | 2.0 | 8.0 | 1.03 | | 6.89 | 7.33 | | 3.04 | | 17.26 |
| JUL C | 2.0 | 8.0 | 1.03 | | 6.89 | 7.33 | | 3.04 | | 17.26 |
| AUG C | 2.0 | 8.0 | 1.03 | | 6.89 | 7.33 | | 3.04 | | 17.26 |
| SEP C | | | | | | | 8.81 | | 6.00 | 14.81 |
| Pickup Use 40 Mi/Ac | | | | | 10.40 | | | | | 10.40 |
| Operating Interest at 8.0% | | | | | | | | | 3.58 | 3.58 |
| Water Assessment | | | | ** | | | | | | |
| Total | 12.0 | 48.0 | 8.05 | | 67.11 | 60.29 | 91.65 | 70.30 | 15.58 | 304.93 |
| % | | | | | 22.00 | 19.77 | 30.06 | 23.05 | 5.11 | 100.00 |

| TOTAL RESOURCES REQUIREMENTS(/Acre) | | TOTAL ENERGY REQUIREMENTS(/Acre) | |
|-------------------------------------|-----------|----------------------------------|-----------|
| Total N | 44.0 lbs | Diesel Fuel | 20.8 Gal |
| Total P | 208.0 lbs | Regular Gas | 0.0 Gal |
| Total K | 0.0 lbs | NonLead Gas | 4.0 Gal |
| Total Labor | 8.0 Hrs | | |
| Total Water | 48.0 AI | All Direct Energy | 3.3 M BTU |

| EQUIPMENT REQUIREMENTS(/Acre) | | | |
|-------------------------------|----------|-------------------------------|----------|
| Tractor, 100 PTO HP, MFWD | 1.40 Hrs | V-Ripper, 7 Shnk | 0.45 Hrs |
| Fertilizer Broadcaster, Towed | 0.15 Hrs | Tractor, 150 PTO HP, MFWD | 0.53 Hrs |
| Laser Receiver, Mast System | 0.30 Hrs | Laser Trailer | 0.30 Hrs |
| Border Disk, 6' Disk | 0.02 Hrs | Spring Tooth Revovator, 16' | 0.23 Hrs |
| Tractor, 80 PTO HP, MFWD | 0.18 Hrs | Seeder, Brillion | 0.18 Hrs |
| Tractor, 70 PTO HP, MFWD | 0.99 Hrs | Rake, 9.5' LH AND RH | 0.35 Hrs |
| Bale Wagon, SP PRC | 0.32 Hrs | Pickup Truck, 1/2 Ton | 1.33 Hrs |
| | | Offset Disk, 12' | 0.63 Hrs |
| | | Drag Scraper, 10' | 0.30 Hrs |
| | | Blade Scraper, 10' | 0.15 Hrs |
| | | Saddle Tk Sprayer, 2 Tk 8 Row | 0.23 Hrs |
| | | Windrower, 14.0', HS, SC | 0.75 Hrs |
| | | Baler, 3 wire w/motor | 0.65 Hrs |

| MATERIALS REQUIREMENTS(/Acre) | | | |
|-------------------------------|-----------|---------------------|----------|
| 11-52-00, Dry | 400.00 Lb | Trifluralin | 3.20 Pt |
| Water, District | 48.00 AI | Baling Wire (6500') | 2.20 TF |
| Chlorpyrifos | 1.50 Pt | Alfalfa Sd, Cert | 25.00 Lb |
| | | Malathion | 1.50 Pt |

| LABOR REQUIREMENTS(/Acre) | | | |
|---------------------------|----------|------------|----------|
| Tractor | 2.72 Hrs | Irrigators | 3.43 Hrs |
| | | Harvest | 1.91 Hrs |

* NOTE: P = Previous Year C = Current Year N = Next Year
 ** A water assessment charge of \$62.00/Acre included as ownership cost in Table 6B.

COUNTY: Yuma FARM: Yuma County Farm WATER SOURCE: YCWUA TILLAGE: Conventional
 CROP: Alfalfa Hay w/Graze ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 4.5 Tn/Acre PREVIOUS CROP: Lettuce, Iceberg DATE: 09/25/96

| No. | First Month | Times | Operation | Equipment/Custom Oper. HP Self-Prop./Implem. | Job Rate Acres/Hr | Material Use & Cost Name | Appl. Rate | ----- \$/Unit | Service Cost \$/Unit | Labor Type |
|-----|-------------|-------|--|---|----------------------|-----------------------------|------------|------------------|-------------------------|---------------|
| 1 | Jan | 1.0 | Chisel | 100 V-Ripper, 7 Shnk | 2.00 | | | | | Tractor |
| 2 | Jan | 2.0 | Disk | 100 Offset Disk, 12' | 4.50 | | | | | Tractor |
| 3 | Jan | 1.0 | Apply Fert/Ground | 100 Fertilizer Broadcaster, | 6.00 | 11-52-00, Dry | 400.00 Lb | 315.00 Tn | | Tractor |
| 4 | Jan | 1.0 | Laser Level | 150 Drag Scraper, 10' Laser Receiver, Mast Sy Laser Trailer | 3.00 | | | | | Tractor |
| 5 | Jan | 1.0 | Make Borders | 100 Blade Scraper, 10' | 6.00 | | | | | Tractor |
| 6 | Jan | 1.0 | Rerun Borders | 100 Border Disk, 6' Disk | 40.00 | | | | | Tractor |
| 7 | Jan | 1.0 | Mulch | 100 Spring Tooth Revovator, | 4.00 | | | | | Tractor |
| 8 | Jan | 1.0 | Apply Herb. & Incorpol | 150 Saddle Tk Sprayer, 2 Tk Offset Disk, 12' | 4.00 | Trifluralin | 3.20 Pt | 30.06 Ga | | Tractor |
| 9 | Jan | 1.0 | Plant | 80 Seeder, Brillion | 5.00 | Alfalfa sd, Cert | 25.00 Lb | 210.00 CW | | Tractor |
| 10 | Feb | 12.0 | Irrigate | | 3.50 | Water, District | 4.00 AI | 0.00 AF | | Irrigator |
| 11 | Apr | 5.0 | Swathing | Windrower, 14.0', HS, S | 6.00 | | | | | Harvest |
| 12 | Apr | 5.0 | Raking | 70 Rake, 9.5' LH AND RH | 13.00 | | | | | Tractor |
| 13 | Apr | 5.0 | Baling | 70 Baler, 3 wire w/motor | 7.00 | Baling Wire (6500 | 0.44 TF | 6.57 TF | | Harvest |
| 14 | Apr | 5.0 | Roadsiding | Bale Wagon, SP PRC | 14.00 | | | | | Harvest |
| 15 | Apr | 1.0 | Apply Insecticide/Air | CST Air Spray, 3 Gal Mi | | Malathion | 1.50 Pt | 20.60 Ga | 6.00 Ac | |
| 16 | Sep | 1.0 | Apply Insecticide/Air Pickup Use 40 Mi/Ac | CST Air Spray, 3 Gal Mi Pickup Truck, 1/2 Ton | 0.75 | Chlorpyrifos | 1.50 Pt | 44.73 Ga | 6.00 Ac | |

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

** A water assessment charge of \$62.00/Acre included as ownership cost in Table 6B.