

Table 14A. Income and Cash Operating Summary; Sweet Corn, Spring, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 224.0 Ct / Acre PREVIOUS CROP: Sorghum Silage DATE: 12/10/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME Ears	Crtn	224.00	\$4.06	\$909.44	\$909.44	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					99.14	_____
Tractor/Self Propelled				29.08		_____
Irrigation				70.06		_____
Chemicals and Custom Applications					132.20	_____
Fertilizer				64.79		_____
Insecticide				67.40		_____
Farm Machinery and Vehicles					27.09	_____
Diesel Fuel				10.91		_____
Repairs and Maintenance				16.17		_____
Irrigation Water (excluding labor)					10.00	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants				107.86	107.86	_____
					-----	_____
					376.29	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					302.20	_____
Tractor/Self Propelled				97.48		_____
Other/Contract				204.72		_____
Farm Machinery and Vehicles					62.52	_____
Diesel Fuel				17.94		_____
Repairs and Maintenance				44.58		_____
Other Materials					379.01	_____
					-----	_____
					743.73	_____
OPERATING OVERHEAD PICKUP USE					5.10	_____
OPERATING INTEREST AT 10.0%					5.26	_____
					=====	=====
					\$1,130.38	_____
					-----	-----
					(\$220.94)	_____

Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.
 ** A water assessment charge of \$20.00 per Acre is included as an ownership cost in Table B.

Table 14B. Allocations of Ownership Costs; Sweet Corn, Spring, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow
 AREA: Salt River Project YIELD: 224.0 Ct / Acre PREVIOUS CROP: Sorghum Silage

TILLAGE: Conventional
 SOIL: Sandy-Loam
 DATE: 12/10/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$4.06 / Ct	\$909.44		\$909.44	
TOTAL OPERATING EXPENSES	\$1,130.38		\$1,130.38	
RETURN OVER CASH OPERATING EXPENSES		(\$220.94)		(\$220.94)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	8.35		8.35	
General and Office Overhead (5.0% of Total Operating Exp.)	56.52		56.52	
General Farm Maintenance (3.0% of Total Operating Exp.)	33.91		33.91	
Total Cash Overhead Expenses	98.78		98.78	
Total Cash Operating and Overhead Cost	1,229.17		1,229.17	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$319.73)		(\$319.73)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			55.39	
Interest on Equity, Machinery and Vehicles			23.05	
Total Capital Allocations			78.44	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$319.73)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$398.17)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$619.00 X 16.0% X 0.141)	13.98		13.98	
Opportunity Interest on Land (100% X 6.0 X \$619.00)			37.14	
Water Assessment	20.00		20.00	
Total Land Costs	33.98		71.12	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$353.71)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$469.29)
Management Services (8% of Total Operation Expenses)			90.43	
TOTAL OWNERSHIP COST	132.77		338.78	
TOTAL COST	\$1,263.15		\$1,469.16	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$353.71)		
RETURNS TO RISK (PROFITS) ----->				(\$559.72)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$5.05		\$5.05
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.59		\$1.51
BREAK-EVEN PRICE TO COVER TOTAL COST		\$5.64		\$6.56

Table 14C. Variable Operating Costs; Sweet Corn, Spring, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 224.0 Ct / Acre PREVIOUS CROP: Sorghum Silage DATE: 12/10/98

No.	First Month	Operation	--- Hours * ---		--- Operating Costs (\$/ACRE *) Per Operation ---					Tot. Cash Expense	Class		
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total			Times	
1	Feb	Rip	0.225	0.250	2.86	2.44			5.30	1.0	5.30	L	
2	Feb	Disk	0.225	0.250	3.30	2.44			5.74	1.0	5.74	L	
3	Feb	Apply Fert/Ground	0.090	0.100	0.72	0.97		34.90	36.59	1.0	36.59	G	
4	Feb	List	0.225	0.250	2.02	2.44			4.46	1.0	4.46	L	
5	Feb	Disk Ends	0.045	0.050	0.48	0.49			0.97	5.0	4.86	G	
6	Feb	Buck Rows	0.045	0.050	0.19	0.49			0.68	6.0	4.09	G	
7	Feb	Preirrigate		1.587		15.47			15.47	1.0	15.47	G	
8	Mar	Plant	0.360	0.400	4.76	3.90		107.87	116.52	1.0	116.52	L	
9	Mar	Cultivate	0.180	0.200	1.56	1.95			3.51	3.0	10.53	G	
10	Mar	Apply Fert/Ground	0.300	0.333	2.49	3.25		29.90	35.63	1.0	35.63	G	
11	Mar	Irrigate		0.800		7.80		1.43	9.23	7.0	64.59	G	
12	Apr	Apply Insecticide/Air					4.75	6.48	11.23	6.0	67.40	G	
13	May	Pick and Haul	9.000	20.00	62.52	292.45		379.01	733.98	1.0	733.98	H	
14	May	Unload Produce		1.000		9.75			9.75	1.0	9.75	H	
15	Jun	Disk Residue	0.225	0.250	3.30	2.44			5.74	1.0	5.74	L	
		Pickup Use20 Mi/Acre	0.667		5.10						5.10		
		Operating Interest at 10.0					5.26				5.26		
TOTAL CASH OPERATING EXPENSES (includes all times over):					96.36	399.69	33.76	600.57				1130.38	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 \$20.00 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)						
		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Land Preparation (L)	137.13	Yields	\$3.05	\$3.65	\$4.06	\$4.47	\$5.07	Break-even Price
Growing (G)	239.16	- 25%	168.0	-360.99	-258.68	-190.47	-122.26	-19.95
Harvest (H)	743.73	- 10%	201.6	-355.77	-232.99	-151.15	-69.30	53.48
Post Harvest (P)	0.00	Budgeted	224.0	-352.29	-215.87	-124.93	-33.98	102.43
Marketing (M)	0.00	+ 10%	246.4	-348.81	-198.75	-98.71	1.33	151.38
Operating Overhead (O)	10.36	+ 25%	280.0	-343.59	-173.07	-59.39	54.29	224.81
Total (T)	\$1,130.38	Break-even Yield		2,491.44	506.42	330.74	245.56	177.13

Table 14D. Resource and Cash Flow Requirements; Sweet Corn, Spring, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Conventional
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 AREA: Salt River Project YIELD: 224.0 Ct / Acre PREVIOUS CROP: Sorghum Silage DATE: 12/10/98

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
FEB C	1.0	8.0	2.64		11.84	35.88	34.90			82.62
MAR C	2.0	8.0	12.93		9.31	29.74	29.90	107.86		176.81
APR C	2.0	8.0	1.90		2.18	10.72	6.48		4.75	24.14
MAY C	3.0	12.0	33.45	10.00	62.71	320.91	32.42	379.01	23.75	830.80
JUN C			0.25		3.22	2.44				5.66
Pickup Use20 Mi/Acre					5.10					5.10
Operating Interest at 10.0									5.26	5.26
Water Assessment				**						
Total	8.0	36.0	51.17	10.00	96.36	399.69	103.70	486.87	33.76	1130.38
%				0.88	8.52	35.36	9.17	43.07	2.99	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 123.2
 Total P 96.0
 Total K 0.0
 Total Labor 51.2
 Total Water 36.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 35.7 Gal
 Unleaded Gas 2.0 Gal
 All Direct Energy 5.2 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Fert. Side Dress Unit, 0.30 Hr	Fertilizer Broadcaster, 0.09 Hr	Lister, 5 Bottom, 0.22 Hr
Offset Disk, 13.5', 0.67 Hr	Pickup Truck, 1/2 Ton, 0.67 Hr	Planter, Drill Type, 4 Row, 0.36 Hr
Rolling Cultivator, 4 Rw, 0.54 Hr	Rowbuck, 10', 0.27 Hr	Tractor, 50 PTO HP, 9.57 Hr
Tractor, 100 PTO HP, 1.44 Hr	Tractor, 150 PTO HP, 0.67 Hr	V-Ripper, 5 Shnk, 0.22 Hr
Vegetable Trailer Flat Bed, 9.00 Hr		

MATERIALS REQUIREMENT (per Acre)

11-48-00, Dry, 200.00 Lb	46-00-00, Urea 46, 220.00 Lb	Methomyl, 6.00 Pt
Sweet Corn Seed + Fung., 12.00 Lb	Water, District, 36.00 Al	Wirebound Crates, 224.00 Ct

LABOR REQUIREMENT (per Acre)

Irrigators, 7.19 Hr	Other, 21.00 Hr	Tractor, 12.98 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

** A water assessment charge of \$20.00 per Acre is included as an ownership cost in Table B.

Table 14E. Schedule of Operations; Sweet Corn, Spring, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 224.0 Ct / Acre PREVIOUS CROP: Sorghum Silage DATE: 12/10/98

First No.	Month	Times	Operation	Equipment/ Custom Oper		Job Rate Acres/Hr	Material Use and Cost				Service Cost \$ / Unit	Labor Type
				HP	Self-Prop./ Implement		Name	Appl. Rate	\$ / Unit			
1	Feb	1.0	Rip	150	V-Ripper, 5 Shnk	4.00						Tractor
2	Feb	1.0	Disk	150	Offset Disk, 13.5'	4.00						Tractor
3	Feb	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	10.00	11-48-00, Dry	200.00	Lb	330.00	Tn	Tractor
4	Feb	1.0	List	100	Lister, 5 Bottom	4.00						Tractor
5	Feb	5.0	Disk Ends	100	Offset Disk, 13.5'	20.00						Tractor
6	Feb	6.0	Buck Rows	50	Rowbuck, 10'	20.00						Tractor
7	Feb	1.0	Preirrigate	0.63	Water, District	8.00		AI	0.00	AF		Irrigators
8	Mar	1.0	Plant	100	Planter, Drill Type, 4 Row	2.50	Sweet Corn Seed +	12.00	Lb	8.50	Lb	Tractor
9	Mar	3.0	Cultivate	100	Rolling Cultivator, 4 Rw	5.00						Tractor
10	Mar	1.0	Apply Fert/Ground	50	Fert. Side Dress Unit, 4Row	3.00	46-00-00, Urea 46	220.00	Lb	257.00	Tn	Tractor
11	Mar	7.0	Irrigate	1.25	Water, District	4.00		AI	4.29	AF		Irrigators
12	Apr	6.0	Apply Insecticide/Air	CST	Air Spray, 5 Gal Mix	1.00	Methomyl	1.00	Pt	49.05	Ga	4.75 Ac
13	May	1.0	Pick and Haul	50	Vegetable Trailer Flat Bed	0.10	Wirebound Crates	224.00	Ct	1.60	Ct	Tractor
14	May	1.0	Unload Produce			1.00						Other
15	Jun	1.0	Disk Residue	150	Offset Disk, 13.5'	4.00						Other
			Pickup use 20 Mi/Ac		Pickup Truck, 1/2 Ton	1.50						Tractor

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

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