

**Table 7A. Income and Cash Operating Summary; Sweet Corn, 2001**

COUNTY: Cochise                      FARM: Southern AZ Veg                      WATER SOURCE: Ks Settlement, NG                      TILLAGE: Conventional  
 CROP: Corn, Sweet                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Kansas Settlement                      YIELD: 148.0 Ct / Acre                      PREVIOUS CROP: Watermelons                      DATE: 10/8/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Ears	Crtm	148.00	\$5.46	\$808.08	\$808.08	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					58.41	_____
Tractor/Self Propelled				26.48		_____
Irrigation				31.93		_____
Chemicals and Custom Applications					194.52	_____
Fertilizer				82.29		_____
Insecticide				103.26		_____
Herbicide				8.96		_____
Farm Machinery and Vehicles					43.39	_____
Diesel Fuel				17.42		_____
Repairs and Maintenance				25.97		_____
Irrigation Water (excluding labor)					189.90	_____
Natural Gas/Pumping				165.38		_____
Repairs and Maintenance				24.51		_____
Other Purchased Inputs & Seed/Transplants					116.60	_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					602.82	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					278.81	_____
Tractor/Self Propelled				48.75		_____
Other/Contract				230.06		_____
Farm Machinery and Vehicles					48.97	_____
Diesel Fuel				17.70		_____
Repairs and Maintenance				31.27		_____
Other Materials					189.06	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					516.83	_____
OPERATING OVERHEAD -> PICKUP USE					7.63	_____
OPERATING INTEREST AT 10.0%					7.07	_____
TOTAL CASH OPERATING EXPENSES					\$1,134.35	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$326.27)	_____

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Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.

**Table 7B. Allocations of Ownership Costs; Sweet Corn, 2001**

COUNTY: Cochise                      FARM: Southern AZ Veg                      WATER SOURCE: Ks Settlement, NG                      TILLAGE: Conventional  
 CROP: Corn, Sweet                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Kansas Settlement                      YIELD: 148.0 Ct / Acre                      PREVIOUS CROP: Watermelons                      DATE: 10/8/01

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Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$5.46 / Ct	\$808.08		\$808.08	
TOTAL OPERATING EXPENSES	\$1,134.35		\$1,134.35	
RETURN OVER CASH OPERATING EXPENSES		(\$326.27)		(\$326.27)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	6.94		6.94	
Wells and Irrigation System	14.45		14.45	
General and Office Overhead (5.0% of Total Operating Exp.)	56.72		56.72	
General Farm Maintenance (3.0% of Total Operating Exp.)	34.03		34.03	
Total Cash Overhead Expenses	112.14		112.14	
Total Cash Operating and Overhead Cost	1,246.49		1,246.49	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$438.41)		(\$438.41)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			46.64	
Wells and Irrigation System			53.80	
Interest on Equity, Machinery and Vehicles			15.64	
Wells and Irrigation System			27.43	
Total Capital Allocations			143.51	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$438.41)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$581.92)
Land Cost / Rent or Lease	75.00		75.00	
Total Land Costs	75.00		75.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$513.41)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$656.92)
Management Services (8% of Total Operation Expenses)			90.75	
TOTAL OWNERSHIP COST	187.14		421.40	
TOTAL COST	\$1,321.49		\$1,555.75	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$513.41)		
RETURNS TO RISK (PROFITS) ----->				(\$747.67)
Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )		\$7.66		\$7.66
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.26		\$2.85
BREAK-EVEN PRICE TO COVER TOTAL COST		\$8.93		\$10.51

**Table 7C. Variable Operating Costs; Sweet Corn, 2001**

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional  
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Kansas Settlement YIELD: 148.0 Ct / Acre PREVIOUS CROP: Watermelons DATE: 10/8/01

No.	First Month	Operation	---- Hours * ----		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash Expenses	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total			Times
1	Mar	Disk	0.180	0.200	3.40	1.75			5.16	2.0	10.32	L
2	Mar	Apply Fert/Ground	0.075	0.083	1.00	0.73		37.45	39.18	1.0	39.18	G
3	Mar	Chisel	0.214	0.238	3.51	2.09			5.60	1.0	5.60	L
4	Mar	List	0.180	0.200	2.58	1.75			4.33	1.0	4.33	L
5	Mar	Buck Rows	0.023	0.025	0.23	0.22			0.45	4.0	1.80	G
6	Mar	Preirrigate		0.333	15.82	2.92			18.75	1.0	18.75	G
7	Apr	Disk Ends	0.023	0.025	0.29	0.22			0.51	4.0	2.03	G
8	Apr	Plant	0.180	0.200	3.07	1.75		116.60	121.42	1.0	121.42	L
9	Apr	Irrigate		0.333	15.82	2.55			18.38	8.0	147.03	G
10	Apr	Apply Herbicide/Ground	0.180	0.200	2.16	1.75		8.96	12.87	1.0	12.87	G
11	May	Irrigate/Run Fertilizer		0.333	15.82	2.55		14.95	33.33	3.0	99.98	G
12	May	Cultivate	0.150	0.167	1.77	1.28			3.05	3.0	9.14	G
13	Jul	Apply Insect./Ground	0.075	0.083	1.05	0.73		12.91	14.68	8.0	117.47	G
14	Jul	Pick and Load	4.500	10.00	44.07	168.29		189.06	401.42	1.0	401.42	H
15	Jul	Haul 1	0.500	0.556	4.90	100.74			115.41	1.0	115.41	H
16	Aug	Disk Residue	0.225	0.250	4.26	2.19			6.45	2.0	12.90	L
		Pickup Use 30 Mi/Acre	1.000		7.63						7.63	
		Operating Interest at 10.0						7.07			7.07	
TOTAL CASH OPERATING EXPENSES (includes all times over):											942.63	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		SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)							
		Prices ->					Break-even Price		
		- 25%	- 10%	Budgeted	+ 10%	+ 25%			
Land Preparation (L)	154.57								
Growing (G)	448.25								
Harvest (H)	516.83								
Post Harvest (P)	0.00	- 25%	111.0	-399.73	-308.83	-248.22	-187.61	-96.70	7.70
Marketing (M)	0.00	- 10%	133.2	-357.59	-248.50	-175.77	-103.05	6.04	6.78
Operating Overhead (O)	14.69	Budgeted	148.0	-329.50	-208.29	-127.48	-46.67	74.54	6.32
		+ 10%	162.8	-301.40	-168.07	-79.18	9.71	143.04	5.95
Total (T)	\$1,134.35	+ 25%	185.0	-259.26	-107.75	-6.74	94.27	245.79	5.50
		Break-even Yield		321.58	224.65	187.06	160.25	131.89	

**Table 7D. Resource and Cash Flow Requirements; Sweet Corn, 2001**

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional  
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Kansas Settlement YIELD: 148.0 Ct / Acre PREVIOUS CROP: Watermelons DATE: 10/8/01

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
MAR C	1.0	4.0	1.28		29.95	11.22	37.45			78.62
APR C	2.0	8.0	1.12		37.39	9.06	8.96	116.60		172.01
MAY C	3.0	12.0	1.55		53.30	11.94	14.95			80.19
JUN C	3.0	12.0	1.05		47.99	8.10	29.89			85.98
JUL C	3.0	12.0	37.24		105.11	292.52	103.26	189.06		689.95
AUG C			0.50		8.51	4.39				12.90
Pickup Use 30 Mi/Acre					7.63					7.63
Operating Interest at 10.0								7.07		7.07
<b>Total</b>	<b>12.0</b>	<b>48.0</b>	<b>42.74</b>		<b>289.88</b>	<b>337.23</b>	<b>194.51</b>	<b>305.66</b>	<b>7.07</b>	<b>1135.35</b>
<b>%</b>					<b>25.55</b>	<b>29.73</b>	<b>17.15</b>	<b>26.95</b>	<b>0.62</b>	<b>100.00</b>

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 181.3  
 Total P 106.0  
 Total Labor 42.7  
 Total Water 48.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 37.2 Gal  
 Unleaded Gas 3.0 Gal  
 Nat Gas/Pumping 388.1 Therms  
 All Direct Energy 44.4 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Directed Spray Rig, 16	0.18 Hr	Fertilizer Broadcaster,	0.08 Hr	Lister, 5 Bottom	0.18 Hr
Offset Disk, 12'	0.09 Hr	Offset Disk, 16.5'	0.81 Hr	Pickup Truck, 1/2 Ton	1.00 Hr
Planter, Drill Type, 6 Row	0.18 Hr	Rolling Cultivator, 6 Rw	0.45 Hr	Rowbuck, 10'	0.09 Hr
Sprayer, Air Blast 500	0.60 Hr	Tractor, 70 PTO HP	5.00 Hr	Tractor, 100 PTO HP	1.59 Hr
Tractor, 125 PTO HP	0.25 Hr	Tractor, 150 PTO HP	1.02 Hr	V-Ripper, 5 Shnk	0.21 Hr
Vegetable Trailer Flat Bed	5.00 Hr				

MATERIALS REQUIREMENT (per Acre)

11-53-00, Dry	200.00 Lb	32-00-00, URAN 32, Lqd	45.00 Ga	Alachlor	2.50 Pt
Methomyl	16.00 Pt	Sweet Corn (Super)	12.00 Lb	Water, Pump	48.00 AI
Wirebound Crates	112.00 Ct				

LABOR REQUIREMENT (per Acre)

Irrigators	4.16 Hr	Other	30.00 Hr	Tractor	8.57 Hr
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\*NOTE: P = Previous Year C = Current Year N = Next Year

**Table 7E. Schedule of Operations; Sweet Corn, 2001**

COUNTY: Cochise                      FARM: Southern AZ Veg                      WATER SOURCE: Ks Settlement, NG                      TILLAGE: Conventional  
 CROP: Corn, Sweet                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Kansas Settlement                      YIELD: 148.0 Ct / Acre                      PREVIOUS CROP: Watermelons                      DATE: 10/8/01

First No. Month	Times	Operation	Equipment/ Custom Oper		Job Rate Acre/Hr	Material Use and Cost				Service Cost \$ / Unit	Labor Type
			HP	Self-Prop./ Implement		Name	Appl. Rate	\$ / Unit			
Mar	2.0	Disk	150	Offset Disk, 16.5'	5.00						Tractor
Mar	1.0	Apply Fert/Ground	125	Fertilizer Broadcaster,	12.00	11-53-00, Dry	200.00	Lb	355.00	Tn	Tractor
Mar	1.0	Chisel	150	V-Ripper, 5 Shnk	4.20						Tractor
Mar	1.0	List	125	Lister, 5 Bottom	5.00						Tractor
Mar	4.0	Buck Rows	100	Rowbuck, 10'	40.00						Tractor
Mar	1.0	Preirrigate			3.00	Water, Pump	4.00	Al	47.47	AF	Tractor
Apr	4.0	Disk Ends	100	Offset Disk, 12'	40.00						Tractor
Apr	1.0	Plant	100	Planter, Drill Type, 6 Row	5.00	Sweet Corn (Super	12.00	Lb	9.21	Lb	Tractor
Apr	8.0	Irrigate			3.00	Water, Pump	4.00	Al	47.47	AF	Irrigators
Apr	1.0	Apply Herbicide/Ground	100	Directed Spray Rig, 16	5.00	Alachlor	2.50	Pt	27.18	Ga	Tractor
May	3.0	Irrigate/Run Fertilizer			3.00	Water, Pump	4.00	Al	47.47	AF	Irrigators
						32-00-00, URAN 32,	15.00	Ga	170.80	Tn	
May	3.0	Cultivate	100	Rolling Cultivator, 6 Rw	6.00						Irrigators
Jul	8.0	Apply Insect./Ground	100	Sprayer, Air Blast 500	12.00	Methomyl	2.00	Pt	48.94	Ga	Tractor
Jul	1.0	Pick and Load	70	Vegetable Trailer Flat Bed	0.20	Wirebound Crates	112.00	Ct	1.60	Ct	Tractor
											Other
Jul	1.0	Haul	70	Vegetable Trailer Flat Bed	1.80						Tractor
Aug	2.0	Disk Residue	150	Offset Disk, 16.5'	4.00						Tractor
		Pickup use 30 Mi/Ac		Pickup Truck, 1/2 Ton	1.00						

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

**Table 7F Operations Calendar; Sweet Corn, 2001**

COUNTY: Cochise      FARM: Southern Vegetables      WATER SOURCE: Ks Settlement, NG      TILLAGE: Conventional  
 CROP: Corn, Sweet      ACRES: 1.0      IRRIGATION SYSTEM: Flood Furrow      SOIL: Sandy-Loam  
 AREA: Kansas Settlement      YIELD: 148.0 Ct/Acre      PREVIOUS CROP: Watermelons      DATE: 10/08/01

No.	Operation	Month and Times Operation Performed											
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1	Disk			1.0 C									
2	Apply Fert/Ground			1.0 C									
3	Chisel			1.0 C									
4	List			1.0 C									
5	Buck Rows			1.0 C	1.0 C	1.0 C	1.0 C						
6	Preirrigate			1.0 C									
7	Disk Ends				1.0 C	1.0 C	1.0 C	1.0 C					
8	Plant				1.0 C								
9	Irrigate				2.0 C	2.0 C	1.0 C	3.0 C					
10	Apply Herbicide/Ground				1.0 C								
11	Irrigate/Run Fertilizer					1.0 C	2.0 C						
12	Cultivate					3.0 C							
13	Apply Insect./Ground							8.0 C					
14	Pick and Load							1.0 C					
15	Haul							1.0 C					
16	Disk Residue								2.0 C				

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