

Table 11A. Income and Cash Operating Summary; Cauliflower, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 816.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 10/9/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Cauliflower	Crtn	816.00	\$7.74	\$6,315.84	\$6,315.84	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					150.64	_____
Tractor/Self Propelled				64.75		_____
Irrigation				85.89		_____
Chemicals and Custom Applications					125.35	_____
Fertilizer				122.05		_____
Herbicide				3.31		_____
Farm Machinery and Vehicles					57.57	_____
Diesel Fuel				22.65		_____
Repairs and Maintenance				34.92		_____
Irrigation Water (excluding labor)					156.33	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs &					104.76	_____
Seed/Transplants				101.76		_____
Other Services and Rentals				3.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					594.65	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Custom Harvest/Post Harvest					2652.00	_____
Other Materials					683.32	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					3335.32	_____
OPERATING OVERHEAD -> PICKUP USE					10.21	_____
OPERATING INTEREST AT 10.0%					7.18	_____
TOTAL CASH OPERATING EXPENSES					\$3,947.37	_____
RETURNS OVER CASH OPERATING EXPENSES					\$2,368.47	_____

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

** A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

Table 11B. Allocations of Ownership Costs; Cauliflower, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
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 AREA: Maricopa YIELD: 816.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 10/9/01

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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 \$7.74 / Ct	\$6,315.84		\$6,315.84	
TOTAL OPERATING EXPENSES	\$3,947.37		\$3,947.37	
RETURN OVER CASH OPERATING EXPENSES		\$2,368.47		\$2,368.47
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	6.31		6.31	
General and Office Overhead (5.0%of Total Operating Exp.)	197.37		197.37	
General Farm Maintenance (3.0% of Total Operating Exp.)	118.42		118.42	
Total Cash Overhead Expenses	322.10		322.10	
Total Cash Operating and Overhead Cost	4,269.47		4,269.47	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$2,046.37		\$2,046.37
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			36.21	
Interest on Equity, Machinery and Vehicles			10.90	
Total Capital Allocations			47.12	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$2,046.37		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$1,999.25
Land Cost / Rent or Lease	100.00		100.00	
Water Assessment **	12.50		12.50	
Total Land Costs	112.50		112.50	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,933.87		
RETURNS TO MANAGEMENT AND RISK ----->				\$1,886.75
Management Services (8% of Total Operation Expenses)			315.79	
TOTAL OWNERSHIP COST	434.60		797.51	
TOTAL COST	\$4,381.97		\$4,744.88	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,933.87		
RETURNS TO RISK (PROFITS) ----->				\$1,570.96
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)		\$4.84		\$4.84
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.53		\$0.98
BREAK-EVEN PRICE TO COVER TOTAL COST		\$5.37		\$5.81

Table 11C. Variable Operating Costs; Cauliflower, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 816.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 10/9/01

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	Jul	Plow	0.180	0.200	2.87	1.75			4.62	1.0	4.62	L
2	Jul	Disk	0.090	0.100	1.52	0.88			2.40	3.0	7.20	L
3	Jul	Landplane	0.300	0.333	3.88	2.92			6.80	1.0	6.80	L
4	Jul	List	0.225	0.250	2.03	2.19			4.23	1.0	4.23	L
5	Jul	Buck Rows	0.022	0.025	0.10	0.22			0.31	3.0	0.94	G
6	Jul	Preirrigate		0.800		6.14		11.17	17.30	1.0	17.30	G
7	Jul	Soil Fertility					3.00		3.00	1.0	3.00	G
8	Jul	Disk Ends	0.023	0.025	0.12	0.22			0.34	5.0	1.71	G
9	Jul	Apply Fert/Ground	0.300	0.333	3.44	2.92		41.37	47.73	1.0	47.73	G
10	Jul	Apply Herbicide/Ground	0.225	0.250	1.67	2.19		3.31	7.16	1.0	7.16	G
11	Aug	Mulch	0.225	0.250	2.86	2.19			5.05	1.0	5.05	L
12	Aug	Plant	0.450	0.500	3.51	4.39		101.76	109.66	1.0	109.66	L
13	Aug	Irrigate		0.800		6.14		11.17	17.30	13.0	224.92	G
14	Aug	Cultivate	0.300	0.333	2.00	2.92			4.92	4.0	19.70	G
15	Aug	Apply Fert/Ground	0.300	0.333	2.49	2.92		39.83	45.24	1.0	45.24	G
16	Aug	Apply Insect./Ground	0.180	0.200	0.97	1.75			2.72	10.0	27.21	G
17	Aug	Apply Fert/Ground	0.300	0.333	3.44	2.92		13.62	19.97	3.0	59.92	G
18	Nov	Harvest 816 Ct					2652.00	683.32	3335.32	1.0	3335.32	H
19	Jan	Disk Residue 816 Ct	0.090	0.100	1.38	0.88			2.26	1.0	2.26	L
		Pickup Use 40 Mi/Acre	1.333		10.21						10.21	
		Operating Interest at 10.0					7.18				7.18	
TOTAL CASH OPERATING EXPENSES (includes all times over):											3947.37	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 \$12.50 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	139.81
Growing (G)	454.85
Harvest (H)	3,335.32
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	17.39
Total (T)	\$3,947.37

SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)

Prices ->	Yields	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price
		\$5.80	\$6.97	\$7.74	\$8.51	\$9.67	
- 25%	612.0	446.30	1,156.83	1,630.52	2,104.21	2,814.74	5.08
- 10%	734.4	656.54	1,509.17	2,077.60	2,646.03	3,498.66	4.91
Budgeted	816.0	796.69	1,744.07	2,375.65	3,007.24	3,954.61	4.83
+ 10%	897.6	936.85	1,978.96	2,673.70	3,368.45	4,410.56	4.76
+ 25%	1,020.0	1,147.08	2,331.30	3,120.78	3,910.26	5,094.48	4.68
Break-even Yield		352.16	210.13	165.60	136.64	108.25	

Table 11D. Resource and Cash Flow Requirements; Cauliflower, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 816.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 10/9/01

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
JUL C	1.0	4.0	2.52	11.17	18.66	21.19	44.67		3.00	98.69
AUG C	4.0	16.0	13.16	44.67	29.39	59.23	80.68	101.76		315.73
SEP C	3.0	12.0	3.81	33.50	7.18	30.76				71.44
OCT C	3.0	12.0	2.60	33.50	0.97	20.16				54.63
NOV C	3.0	12.0	2.40	33.50		18.41		683.32	2652.00	3387.23
DEC C			0.10		1.38	0.88				2.26
Pickup Use 40 Mi/Acre					10.21					10.21
Operating Interest at 10.0 Water Assessment				**					7.18	7.18
Total	14.0	56.0	24.58	156.34	67.79	150.63	125.35	785.08	2662.18	3947.37
%				3.96	1.72	3.82	3.18	19.89	67.44	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 222.0
 Total P 160.8
 Total Labor 24.6
 Total Water 56.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 26.3 Gal
 Unleaded Gas 4.0 Gal
 All Direct Energy 4.1 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.45 Hr	Cultivator, Sweep, 4 Rw	1.20 Hr	Fert. Side Dress Unit,	0.30 Hr
Fertilizer Injector, 4 Row	1.20 Hr	Landplane 12'X 45'	0.30 Hr	Lister, 5 Bottom	0.22 Hr
Moldboard Plow, 5-16 2	0.18 Hr	Offset Disk, 16.5'	0.09 Hr	Offset Disk, 21'	0.27 Hr
Offset Disk, 8'	0.11 Hr	Pickup Truck, 1/2 Ton	1.33 Hr	Planter, Planet Jr, 4 Row	0.45 Hr
Power Mulcher, 6 Rw	0.22 Hr	Row Crop Sprayer, 8 Rw	0.22 Hr	Rowbuck, 10'	0.07 Hr
Saddle Tk Sprayer, 2 Tk 8	1.80 Hr	Tractor, 50 PTO HP,	2.51 Hr	Tractor, 70 PTO HP,	1.65 Hr
Tractor, 100 PTO HP,	1.65 Hr	Tractor, 150 PTO HP,	0.84 Hr		

MATERIALS REQUIREMENT (per Acre)

10-34-00, Lqd	26.00 Ga	16-20-00, Dry	300.00 Lb	32-00-00, URAN 32, Lqd	40.80 Ga
Boxes for Cauliflower	816.00 Ct	Cauliflower Sd (Hyb)	20.00 Th	Methomyl	0.00 Pt
Trifluralin	1.00 Pt	Water, District	56.00 Al		

LABOR REQUIREMENT (per Acre)

Irrigators 11.20 Hr Tractor 7.38 Hr

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

** A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

Table 11E. Schedule of Operations; Cauliflower, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 816.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 10/9/01

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					
Jul	1.0	Plow	150	Moldboard Plow, 5-16 2	5.00					Tractor		
Jul	3.0	Disk	150	Offset Disk, 21'	10.00					Tractor		
Jul	1.0	Landplane	150	Landplane 12'X 45'	3.00					Tractor		
Jul	1.0	List	100	Lister, 5 Bottom	4.00					Tractor		
Jul	3.0	Buck Rows	50	Rowbuck, 10'	40.00					Tractor		
Jul	1.0	Preirrigate			1.25	Water, District	4.00	Al	33.50	AF	Irrigators	
Jul	1.0	Soil Fertility		CST Soil Analysis (Surface)						3.00	Ac	
Jul	5.0	Disk Ends	50	Offset Disk, 8'	40.00						Tractor	
Jul	1.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.00	10-34-00, Lqd	26.00	Ga	263.33	Tn	Tractor	
Jul	1.0	Apply Herbicide/Ground	50	Row Crop Sprayer, 8 Rw	4.00	Trifluralin	1.00	Pt	24.95	Ga	Tractor	
Aug	1.0	Mulch	100	Power Mulcher, 6 Rw	4.00						Tractor	
Aug	1.0	Plant	70	Planter, Planet Jr, 4 Row	2.00	Cauliflower Sd (Hyb)	20.00	Th	4.80	Th	Tractor	
				Bed Shaper, 4 Rw								
Aug	13.0	Irrigate			1.25	Water, District	4.00	Al	33.50	AF	Irrigators	
Aug	4.0	Cultivate	70	Cultivator, Sweep, 4 Rw	3.00						Tractor	
Aug	1.0	Apply Fert/Ground	50	Fert. Side Dress Unit, 4Row	3.00	16-20-00, Dry	300.00	Lb	250.50	Tn	Tractor	
Aug	10.0	Apply Insect./Ground	50	Saddle Tk Sprayer, 2 Tk 8	5.00	Methomyl	0.00	Pt	48.94	Ga	Tractor	
Aug	3.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.00	32-00-00, URAN 32,	13.60	Ga	170.80	Tn	Tractor	
Nov	1.0	Harvest		CST Harv/pack/haul		Boxes for Cauliflower	816.00	Ct	0.79	Ct	3.25	Ct
Jan	1.0	Disk Residue	150	Offset Disk, 16.5'	10.00						Tractor	
		Pickup use 40 Mi/Ac		Pickup Truck, 1/2 Ton	0.75							

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

Table 11F Operations Calendar; Cauliflower, 2001

COUNTY: Pinal	FARM: Southern Vegetables	WATER SOURCE: MSID	TILLAGE: Double Crop
CROP: Cauliflower	ACRES: 1.0	IRRIGATION SYSTEM: Flood Furrow	SOIL: Sandy-Loam
AREA: Maricopa	YIELD: 816 Ct/Acre	PREVIOUS CROP: Pimento	DATE: 10/09/01

No.	Operation	Month and Times Operation Performed											
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1	Plow							1.0 C					
2	Disk							3.0 C					
3	Landplane							1.0 C					
4	List							1.0 C					
5	Buck Rows							1.0 C	1.0 C	1.0 C			
6	Preirrigate							1.0 C					
7	Soil Fertility							1.0 C					
8	Disk Ends							1.0 C	2.0 C	2.0 C			
9	Apply Fert/Ground							1.0 C					
10	Apply Herbicide/Ground							1.0 C					
11	Mulch								1.0 C				
12	Plant								1.0 C				
13	Irrigate								4.0 C	3.0 C	3.0 C	3.0 C	
14	Cultivate								3.0 C	1.0 C			
15	Apply Fert/Ground								1.0 C				
16	Apply Insect./Ground								4.0 C	5.0 C	1.0 C		
17	Apply Fert/Ground								3.0 C				
18	Harvest											1.0 C	
19	Disk Residue												1.0 C

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