

Table 18A. Income and Cash Operating Summary; Sweet Corn, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 148.0 Ct / Acre PREVIOUS CROP: Cotton, Upland 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)					70.43	_____
Tractor/Self Propelled				28.22		_____
Irrigation				42.20		_____
Chemicals and Custom Applications					176.23	_____
Fertilizer				77.03		_____
Insecticide				90.20		_____
Herbicide				9.00		_____
Farm Machinery and Vehicles					49.73	_____
Diesel Fuel				18.34		_____
Repairs and Maintenance				31.39		_____
Irrigation Water (excluding labor)					100.50	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants				117.15	120.15	_____
Other Services and Rentals				3.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					517.04	_____
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					63.03	_____
Diesel Fuel				23.13		_____
Repairs and Maintenance				39.90		_____
Other Materials					251.01	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					592.85	_____
OPERATING OVERHEAD -> PICKUP USE					7.66	_____
OPERATING INTEREST AT 10.0%					15.16	_____
TOTAL CASH OPERATING EXPENSES					\$1,132.71	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$324.63)	_____

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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 \$25.00 per Acre is included as an ownership cost in Table B.

Table 18B. Allocations of Ownership Costs; Sweet Corn, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 148.0 Ct / Acre PREVIOUS CROP: Cotton, Upland 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	\$1,132.71		\$1,132.71	
RETURN OVER CASH OPERATING EXPENSES		(\$324.63)		(\$324.63)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	8.91		8.91	
General and Office Overhead (5.0% of Total Operating Exp.)	56.64		56.64	
General Farm Maintenance (3.0% of Total Operating Exp.)	33.98		33.98	
Total Cash Overhead Expenses	99.53		99.53	
Total Cash Operating and Overhead Cost	1,232.24		1,232.24	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$424.16)		(\$424.16)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			56.68	
Interest on Equity, Machinery and Vehicles			22.06	
Total Capital Allocations			78.74	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$424.16)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$502.90)
Land Cost / Rent or Lease	100.00		100.00	
Water Assessment **	25.00		25.00	
Total Land Costs	125.00		125.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$549.16)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$627.90)
Management Services (8% of Total Operation Expenses)			90.62	
TOTAL OWNERSHIP COST	224.53		393.89	
TOTAL COST	\$1,357.24		\$1,526.60	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$549.16)		
RETURNS TO RISK (PROFITS) ----->				(\$718.52)
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)		\$7.65		\$7.65
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.52		\$2.66
BREAK-EVEN PRICE TO COVER TOTAL COST		\$9.17		\$10.31

Table 18C. Variable Operating Costs; Sweet Corn, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 148.0 Ct / Acre PREVIOUS CROP: Cotton, Upland 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	Feb	Rip	0.225	0.250	3.54	2.19			5.74	1.0	5.74	L
2	Feb	Disk	0.225	0.250	4.11	2.19			6.30	3.0	18.91	L
3	Feb	Soil Fertility					3.00		3.00	1.0	3.00	G
4	Feb	Apply Fert/Ground	0.090	0.100	0.91	0.88		34.98	36.77	1.0	36.77	G
5	Feb	List	0.225	0.250	3.10	2.19			5.30	1.0	5.30	L
6	Feb	Buck Rows	0.045	0.050	0.44	0.44			0.88	6.0	5.30	G
7	Feb	Preirrigate		0.333		2.55		22.33	24.89	1.0	24.89	G
8	Feb	Disk Ends	0.045	0.050	0.58	0.44			1.02	5.0	5.10	G
9	Feb	Apply Herbicide/Ground	0.600	0.667	9.09	5.85		9.00	23.94	1.0	23.94	G
10	Mar	Plant	0.360	0.400	5.98	3.51		117.15	126.64	1.0	126.64	L
11	Mar	Irrigate/Run Fertilizer		0.667		5.12		17.17	22.29	7.0	156.02	G
12	Apr	Cultivate	0.150	0.167	1.70	1.28			2.98	3.0	8.95	G
13	Apr	Apply Insect./Ground					4.75	17.80	22.55	4.0	90.20	G
14	Jun	Pick and Load	4.500	10.00	133.42	197.24		251.01	581.67	1.0	581.67	H
15	Jun	Haul 1	0.500	0.556	6.30	4.88			11.18	1.0	11.18	H
16	Aug	Disk Residue	0.225	0.250	4.11	2.19			6.30	1.0	6.30	L
		Pickup Use 30 Mi/Acre	1.000		7.66						7.66	
		Operating Interest at 10.0					15.16				15.16	
TOTAL CASH OPERATING EXPENSES (includes all times over):											1,132.71	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 \$25.00 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)	162.88	Yields	\$4.10	\$4.91	\$5.46	\$6.01	\$6.82	Break-even Price	
Growing (G)	354.16								
Harvest (H)	592.85								
Post Harvest (P)	0.00	- 25%	111.0	-428.00	-337.09	-276.49	-215.88	-124.97	7.95
Marketing (M)	0.00	- 10%	133.2	-397.26	-288.17	-215.44	-142.72	-33.63	7.08
Operating Overhead (O)	22.82	Budgeted	148.0	-376.77	-255.56	-174.75	-93.94	27.27	6.64
		+ 10%	162.8	-356.28	-222.94	-134.05	-45.17	88.17	6.28
Total (T)	\$1,132.71	+ 25%	185.0	-325.54	-174.02	-73.01	28.00	179.51	5.85
		Break-even Yield		420.10	263.97	211.55	176.50	141.37	

Table 18D. Resource and Cash Flow Requirements; Sweet Corn, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 148.0 Ct / Acre PREVIOUS CROP: Cotton, Upland 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
FEB C	1.0	8.0	2.15	22.33	25.30	18.50	43.98		3.00	113.11
MAR C	1.0	4.0	1.42	11.17	11.11	11.70	6.01	117.15		157.14
APR C	2.0	8.0	1.60	22.33	2.73	12.39	29.81		4.75	72.01
MAY C	2.0	8.0	1.87	22.33	5.45	14.55	29.81		4.75	76.89
JUN C	2.0	8.0	36.99	22.33	64.06	289.93	47.61	251.01	9.50	684.44
JUL C			0.25		4.11	2.19				6.30
Pickup Use 30 Mi/Acre					7.66					7.66
Operating Interest at 10.0 Water Assessment				**					15.16	15.16
Total	8.0	36.0	44.28	100.49	120.42	349.26	157.22	368.16	37.16	1132.71
%				8.87	10.63	30.83	13.88	32.50	3.28	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 170.6
 Total P 96.0
 Total Labor 44.3
 Total Water 36.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 48.1 Gal
 Unleaded Gas 3.0 Gal
 All Direct Energy 7.0 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Directed Spray Rig, 16	0.60 Hr	Fertilizer Broadcaster,	0.09 Hr	Lister, 5 Bottom	0.22 Hr
Offset Disk, 13.5'	0.23 Hr	Offset Disk, 16.5'	0.90 Hr	Pickup Truck, 1/2 Ton	1.00 Hr
Planter, Drill Type, 6 Row	0.36 Hr	Power Mulcher, 4 Rw	0.60 Hr	Rolling Cultivator, 6 Rw	0.45 Hr
Rowbuck, 10'	0.27 Hr	Tractor, 100 PTO HP	6.99 Hr	Tractor, 125 PTO HP	0.22 Hr
Tractor, 150 PTO HP	1.13 Hr	V-Ripper, 5 Shnk	0.22 Hr	Vegetable Trailer Flat Bed	5.00 Hr

MATERIALS REQUIREMENT (per Acre)

11-48-00, Dry	200.00 Lb	32-00-00, URAN 32, Lqd	42.00 Ga	Alachlor	2.50 Pt
Cypermethrin	8.00 Oz	Methomyl	8.00 Pt	Sweet Corn (Super)	12.00 Lb
Water, District	36.00 Al	Wirebound Crates	148.00 Ct		

LABOR REQUIREMENT (per Acre)

Irrigators	5.50 Hr	Other	30.00 Hr	Tractor	8.77 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

** A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

Table 18E. Schedule of Operations; Sweet Corn, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 148.0 Ct / Acre PREVIOUS CROP: Cotton, Upland 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			
Feb	1.0	Rip	150	V-Ripper, 5 Shnk	4.00						Tractor
Feb	3.0	Disk	150	Offset Disk, 16.5'	4.00						Tractor
Feb	1.0	Soil Fertility		CST Soil Analysis (Surface)						3.00 Ac	
Feb	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	10.00	11-48-00, Dry	200.00	Lb	330.00	Tn	Tractor
Feb	1.0	List	125	Lister, 5 Bottom	4.00						Tractor
Feb	6.0	Buck Rows	100	Rowbuck, 10'	20.00						Tractor
Feb	1.0	Preirrigate			3.00	Water, District	8.00	Al	33.50	AF	Irrigators
Feb	5.0	Disk Ends	100	Offset Disk, 13.5'	20.00						Tractor
Feb	1.0	Apply Herbicide/Ground	100	Directed Spray Rig, 16 Power Mulcher, 4 Rw	1.50	Alachlor	2.50	Pt	27.18	Ga	Tractor
Mar	1.0	Plant	100	Planter, Drill Type, 6 Row	2.50	Sweet Corn (Super	12.00	Lb	9.21	Lb	Tractor
Mar	7.0	Irrigate/Run Fertilizer			1.50	Water, District	4.00	Al	33.50	AF	Irrigators
						32-00-00, URAN 32,	6.00	Ga	170.80	Tn	
Apr	3.0	Cultivate	100	Rolling Cultivator, 6 Rw	6.00						Irrigators
Apr	4.0	Apply Insect./Ground		CST Air Spray, 5 Gal Mix		Methomyl	2.00	Pt	48.94	Ga	4.75 Ac
						Cypermethrin	2.00	Oz	291.66	Ga	
Jun	1.0	Pick and Load	100	Vegetable Trailer Flat Bed	0.20	Wirebound Crates	148.00	Ct	1.60	Ct	Tractor Other
Jun	1.0	Haul	100	Vegetable Trailer Flat Bed	1.80						Tractor
Aug	1.0	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 18F Operations Calendar; Sweet Corn, 2001

COUNTY: Pinal	FARM: Southern Vegetables	WATER SOURCE: MSID	TILLAGE: Conventional
CROP: Corn, Sweet	ACRES: 1.0	IRRIGATION SYSTEM: Flood Furrow	SOIL: Sandy-Loam
AREA: Maricopa	YIELD: 148 Ct/Acre	PREVIOUS CROP: Cotton, Upland	DATE: 10/08/01

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

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