

Table 4A. Income and Cash Operating Cost Summary, Alfalfa Stand Establish, 1996

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Conventional
 CROP: Alfalfa Hay ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 0.0 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 09/23/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					24.21	_____
Tractor/Self Propelled				19.31		_____
Irrigation				4.91		_____
Chemicals & Custom Applications					71.53	_____
Fertilizers				34.13		_____
Herbicides				37.41		_____
Farm Machinery and Vehicles					25.43	_____
Diesel Fuel				12.23		_____
Repairs & Maint.				13.20		_____
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					176.30	_____
CASH HARVEST AND POST HARVEST EXPENSES						
TOTAL HARVEST AND POST HARVEST EXPENSE					0.00	_____
OPERATING OVERHEAD->PICKUP USE					7.43	_____
OPERATING INTEREST AT 8.0%					3.36	_____
TOTAL CASH OPERATING EXPENSES					\$187.10	=====
RETURNS OVER CASH OPERATING EXPENSES					(\$187.10)	=====

Notes: The above figures do not include ownership costs, see Table 4B on Next Page for detailed cost allocation.

** A water assessment charge of \$20.34/Acre is included in the ownership costs of Table 4B.

Table 4B. Allocation of Ownership Costs; Alfalfa Stand Establish, 1996

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Conventional
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Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 0.0000/Tn	\$0.00		\$0.00	
TOTAL OPERATING EXPENSES	187.09		187.09	
RETURN OVER CASH OPERATING EXPENSES		(\$187.09)		(\$187.09)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	2.81		2.81	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	9.35		9.35	
General Farm Maint. (3% of Tot. Oper. Exp.)	5.61		5.61	
Total Cash Overhead Expenses	17.77		17.77	
Total Cash Oper. & Over. Cost	204.87		204.87	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(204.87)		(204.87)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			14.44	
Interest on Equity, Machinery & Vehicles			8.42	
Total Capital Allocations			22.86	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		(204.87)		
RETURNS TO LAND, MANAGEMENT & RISK				(227.73)
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$702 X 16% X .12601)	14.15		14.15	
Opport. Inter. on Land (100% X 6.0% X \$702)			42.12	
Water Assessment **	20.34		20.34	
Total Land Costs	34.49		76.61	
RETURNS TO MANAGEMENT, CAPITAL & RISK		(239.36)		
RETURNS TO MANAGEMENT & RISK				(304.34)
Management Services (8% of Tot. Oper. Exp.)			14.96	
TOTAL OWNERSHIP COST	52.26		132.21	
TOTAL COST	\$239.36		\$319.31	
RETURN TO MANAGEMENT, CAPITAL & RISK		(\$239.36)		
RETURN TO RISK (PROFITS)				(\$319.31)

Table 4C. Variable Operating Costs; Alfalfa Stand Establish, 1996

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 AREA: Salt River Project YIELD: 0.0 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 09/23/96

No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)				Total	Times	Tot. Cash	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials			Expense	Class
1	Aug	Rip	0.214	0.238	2.67	2.00			4.67	1.0	4.67	L
2	Aug	Plow	0.257	0.286	4.18	2.41			6.59	1.0	6.59	L
3	Sep	Apply Fert/Ground	0.180	0.200	1.44	1.68		34.13	37.25	1.0	37.25	G
4	Sep	Laser Level	0.900	1.000	10.66	8.41			19.07	1.0	19.07	L
5	Sep	Disk	0.170	0.189	2.71	1.59			4.30	1.0	4.30	L
6	Sep	Make Borders	0.045	0.050	0.33	0.42			0.75	1.0	0.75	G
7	Sep	Plant	0.300	0.333	3.44	2.80		55.13	61.37	1.0	61.37	L
8	Sep	Irrigate		0.400		2.80			2.80	1.0	2.80	G
9	Sep	Apply Insecticide/Air					6.00	31.41	37.41	1.0	37.41	G
10	Oct	Irrigate		0.150		1.05			1.05	2.0	2.10	G
		Pickup Use 30 Mi/Ac	1.000		7.43						7.43	O
		Operating Interest at 8.00%						3.37			3.37	O
TOTAL CASH OPERATING EXPENSES:					\$32.86	\$24.21	\$9.37	\$120.67			\$187.11	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 \$20.34/Acre included as ownership cost in Table 4B.

OPERATING COST SUMMARY BY CLASS	
Land Preparation (L)	\$96.00
Growing (G)	80.30
Harvest (H)	0.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	10.80
Total (T)	\$187.11

Table 4D. Resource and Cash Flow Requirements; Alfalfa Stand Establish, 1996

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Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
AUG C			0.52		6.86	4.41				11.26
SEP C	0.5	4.0	1.80		16.86	14.90	65.54	27.56	6.00	130.86
OCT C	1.5	7.0	0.51		1.72	3.85		27.56		33.14
NOV C	0.5	1.5	0.07			0.53				0.53
DEC C	0.5	1.5	0.07			0.53				0.53
Pickup Use 30 Mi/Ac					7.43					7.43
Operating Interest at 8.0%									3.36	3.36
Water Assessment				**						
Total	3.0	14.0	2.99		32.86	24.21	65.54	55.13	9.36	187.10
%					17.56	12.94	35.03	29.46	5.00	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	22.0 lbs	Diesel Fuel	14.0 Gal
Total P	96.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	3.0 Gal
Total Labor	2.9 Hrs		
Total Water	14.0 AI	All Direct Energy	2.3 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Tractor, 150 PTO HP, MFWD	1.54 Hrs	V-Ripper, 7 Shnk	0.21 Hrs
Tractor, 100 PTO HP, MFWD	0.53 Hrs	Fertilizer Broadcaster, Towed	0.18 Hrs
Laser Receiver, Mast System	0.90 Hrs	Laser Trailer	0.90 Hrs
Border Disk, 6' Disk	0.05 Hrs	Grain Drill, 16'	0.30 Hrs
		Moldboard Plow, 5-16 2 Way	0.26 Hrs
		Drag Scraper, 10'	0.90 Hrs
		Offset Disk, 18'	0.17 Hrs
		Pickup Truck, 1/2 Ton	1.00 Hrs

MATERIALS REQUIREMENTS (/Acre)			
11-48-00, Dry	200.00 Lb	Alfalfa Sd, Cert	25.00 Lb
Imazethapyr	6.00 Oz	Water, District	14.00 AI

LABOR REQUIREMENTS (/Acre)			
Tractor	2.30 Hrs	Irrigators	0.70 Hrs

* NOTE: P = Previous Year C = Current Year N = Next Year
 ** A water assessment charge of \$20.34/Acre included as ownership cost in Table 4B.

Table 4E Schedule of Operations; Alfalfa Stand Establish, 1996

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No.	First Month	Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost			Service Cost \$/Unit	Labor \$/Unit	Type
				HP	Self-Prop./Implem.		Name	Appl. Rate	\$/Unit			
1	Aug	1.0	Rip	150	V-Ripper, 7 Shnk	4.20						Tractor
2	Aug	1.0	Plow	150	Moldboard Plow, 5-16 2	3.50						Tractor
3	Sep	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	5.00	11-48-00, Dry	200.00 Lb	325.00 Tn			Tractor
4	Sep	1.0	Laser Level	150	Drag Scraper, 10' Laser Receiver, Mast Sy Laser Trailer	1.00						Tractor
5	Sep	1.0	Disk	150	Offset Disk, 18'	5.30						Tractor
6	Sep	1.0	Make Borders	100	Border Disk, 6' Disk	20.00						Tractor
7	Sep	1.0	Plant	100	Grain Drill, 16'	3.00	Alfalfa Sd, Cert	25.00 Lb	210.00 CW			Tractor
8	Sep	1.0	Irrigate			2.50	Water, District	8.00 AI	0.00 AF			Irrigator
9	Sep	1.0	Apply Insecticide/Air		CST Air Spray, 3 Gal Mi		Imazethapyr	6.00 Oz	638.10 Ga	6.00 Ac		
10	Oct	2.0	Irrigate			6.67	Water, District	3.00 AI	0.00 AF			Irrigator
			Pickup Use	30 Mi/Ac	Pickup Truck, 1/2 Ton	1.00						

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

** A water assessment charge of \$20.34/Acre included as ownership cost in Table 4B.