

Table 12.A: Estimated costs per acre
 Greens (Turnip, Mustard, Collards), Fresh Market
 Alabama - MALTA, 2005

| ITEM | UNIT | PRICE | QUANTITY | AMOUNT | YOUR FARM |
|--------------------------|------|---------|----------|---------|-----------|
| | | dollars | | dollars | |
| DIRECT EXPENSES | | | | | |
| FERTILIZER | | | | | |
| Lime (Spread) | ton | 28.77 | 0.4950 | 14.24 | _____ |
| Fert 13-13-13 | cwt | 18.32 | 6.0000 | 109.92 | _____ |
| Amm Nitrate (34%) | cwt | 10.65 | 1.0000 | 10.65 | _____ |
| FUNGICIDE | | | | | |
| Kocide DF | lb | 2.18 | 6.0000 | 13.08 | _____ |
| HERBICIDE | | | | | |
| Treflan HFP | pt | 3.19 | 1.5000 | 4.79 | _____ |
| INSECTICIDE | | | | | |
| Malathion 5E | pt | 2.95 | 4.0000 | 11.80 | _____ |
| Dipel ES | pt | 6.27 | 1.0000 | 6.27 | _____ |
| SEED/PLANTS | | | | | |
| Greens - Hybrid | lb | 62.43 | 3.3000 | 206.02 | _____ |
| OTHER | | | | | |
| Stacking Bins | each | 2.00 | 20.0000 | 40.00 | _____ |
| Boxes-Waxed | each | 1.25 | 500.0000 | 625.00 | _____ |
| Cooling Box - Greens | Box | 0.25 | 500.0000 | 125.00 | _____ |
| OPERATOR LABOR | | | | | |
| Tractors | hour | 9.82 | 3.0759 | 30.20 | _____ |
| HAND LABOR | | | | | |
| Implements | hour | 6.44 | 0.1931 | 1.24 | _____ |
| Harvest & Pack Labor | | | | | |
| Special Labor | hour | 6.44 | 175.0000 | 1127.00 | _____ |
| DIESEL FUEL | | | | | |
| Tractors | gal | 1.34 | 11.8742 | 15.92 | _____ |
| REPAIR & MAINTENANCE | | | | | |
| Implements | acre | 61.93 | 1.0000 | 61.93 | _____ |
| Tractors | acre | 2.64 | 1.0000 | 2.64 | _____ |
| INTEREST ON OP. CAP. | acre | 14.31 | 1.0000 | 14.31 | _____ |
| TOTAL DIRECT EXPENSES | | | | 2420.01 | _____ |
| FIXED EXPENSES | | | | | |
| Implements | acre | 111.47 | 1.0000 | 111.47 | _____ |
| Tractors | acre | 16.45 | 1.0000 | 16.45 | _____ |
| TOTAL FIXED EXPENSES | | | | 127.92 | _____ |
| TOTAL SPECIFIED EXPENSES | | | | 2547.93 | _____ |

Note: Cost of production estimates are based on last year's input price

Table 12.B: Estimated resource use and costs for field operations, per acre
 Greens (Turnip, Mustard, Collards), Fresh Market
 Alabama - MALTA, 2005

| OPERATION/ OPERATING INPUT | SIZE/ UNIT | POWER UNIT SIZE | PERF RATE | TIMES OVER | MTH | POWER UNIT COST | | EQUIPMENT COST | | ALLOC LABOR | | OPERATING/DURABLE INPUT | | | TOTAL COST |
|-------------------------------|---------------|--------------------|--------------|---------------|-----|-------------------|-------|----------------|--------|-------------|---------|-------------------------|-------|---------|---------------|
| | | | | | | DIRECT | FIXED | DIRECT | FIXED | HOURS | COST | AMOUNT | PRICE | COST | |
| | | | | | | -----dollars----- | | | | dollars | | -----dollars----- | | | |
| Lime (Spread) | ton | | | 0.33 | Jan | | | | | | | 0.4950 | 28.77 | 14.24 | 14.24 |
| Chisel Plow | 9 Ft | 2WD 75 hp | 0.220 | 1.00 | Aug | 1.33 | 1.18 | 0.42 | 0.75 | 0.22 | 2.16 | | | | 5.84 |
| Disk Harrow | 10 Ft | 2WD 75 hp | 0.198 | 2.00 | Aug | 2.39 | 2.12 | 0.96 | 2.11 | 0.39 | 3.90 | | | | 11.48 |
| Cyclone Spin | 825 Lb | 2WD 75 hp | 0.084 | 1.00 | Aug | 0.51 | 0.45 | 0.05 | 0.18 | 0.08 | 0.83 | | | | 2.02 |
| Fert 13-13-13 | cwt | | | | | | | | | | | 6.0000 | 18.32 | 109.92 | 109.92 |
| Disk + Incorporate | 10 Ft | 2WD 75 hp | 0.206 | 1.00 | Aug | 1.25 | 1.10 | 0.85 | 1.56 | 0.30 | 2.69 | | | | 7.45 |
| Treflan HFP | pt | | | | | | | | | | | 1.5000 | 3.19 | 4.79 | 4.79 |
| Cultipacker | 12 Ft | 2WD 75 hp | 0.124 | 1.00 | Aug | 0.75 | 0.67 | 0.09 | 0.13 | 0.12 | 1.22 | | | | 2.86 |
| Plntr - Vacuum | 2 Row | 2WD 75 hp | 0.396 | 1.00 | Sep | 2.39 | 2.12 | 6.43 | 10.70 | 0.39 | 3.89 | | | | 25.53 |
| Greens - Hybrid | lb | | | | | | | | | | | 3.3000 | 62.43 | 206.02 | 206.02 |
| Cyclone Spin | 825 Lb | 2WD 75 hp | 0.084 | 1.00 | Sep | 0.51 | 0.45 | 0.05 | 0.18 | 0.08 | 0.83 | | | | 2.02 |
| Amm Nitrate (34%) | cwt | | | | | | | | | | | 1.0000 | 10.65 | 10.65 | 10.65 |
| Sprayer Air Blast | 16' spray | 2WD 75 hp | 0.245 | 3.00 | Sep | 4.44 | 3.94 | 26.52 | 47.89 | 0.73 | 7.23 | | | | 90.02 |
| Kocide DF | lb | | | | | | | | | | | 6.0000 | 2.18 | 13.08 | 13.08 |
| Sprayer Air Blast | 16' spray | 2WD 75 hp | 0.245 | 2.00 | Sep | 2.96 | 2.63 | 17.68 | 31.93 | 0.49 | 4.82 | | | | 60.02 |
| Malathion 5E | pt | | | | | | | | | | | 4.0000 | 2.95 | 11.80 | 11.80 |
| Sprayer Air Blast | 16' spray | 2WD 75 hp | 0.245 | 1.00 | Oct | 1.48 | 1.31 | 8.84 | 15.96 | 0.24 | 2.41 | | | | 30.00 |
| Dipel ES | pt | | | | | | | | | | | 1.0000 | 6.27 | 6.27 | 6.27 |
| Stacking Bins | each | | | 1.00 | Oct | | | | | | | 20.0000 | 2.00 | 40.00 | 40.00 |
| Trailer - Vegetables | | 2WD 75 hp | 0.090 | 1.00 | Oct | 0.55 | 0.48 | 0.04 | 0.08 | 0.18 | 1.46 | | | | 2.61 |
| Harvest & Pack Labor | hour | | | 1.00 | Oct | | | | | 175.00 | 1127.00 | | | | 1127.00 |
| Boxes-Waxed | each | | | 1.00 | Oct | | | | | | | 500.0000 | 1.25 | 625.00 | 625.00 |
| Cooling Box - Greens Box | | | | | | | | | | | | 500.0000 | 0.25 | 125.00 | 125.00 |
| TOTALS | | | | | | 18.56 | 16.45 | 61.93 | 111.47 | 178.26 | 1158.44 | | | 1166.77 | 2533.62 |
| INTEREST ON OPERATING CAPITAL | | | | | | | | | | | | | | | 14.31 |
| UNALLOCATED LABOR | | | | | | | | | | | | | | | 0.00 |
| TOTAL SPECIFIED COST | | | | | | | | | | | | | | | 2547.93 |

Note: Cost of production estimates are based on last year's input prices.

Table 12.C: Breakeven price above total expenses and net returns for price/yield combinations, per acre
Greens (Turnip, Mustard, Collards), Fresh Market, Alabama - MALTA, 2005

| | | | BREAKEVEN PRICE | | | | | | | | | | |
|----------------------|-------|------|-----------------|-------|-------|-------|-------|------|------|------|------|------|------|
| Greens (25lb) | | | 3.81 | 3.99 | 4.2 | 4.45 | 4.74 | 5.09 | 5.52 | 6.05 | 6.74 | 7.65 | 8.93 |
| PERCENT | YIELD | UNIT | <i>dollars</i> | | | | | | | | | | |
| 50 | 250 | 2doz | -1152 | -1106 | -1053 | -992 | -919 | -832 | -725 | -592 | -420 | -192 | 127 |
| | | | -1280 | -1234 | -1181 | -1120 | -1047 | -960 | -853 | -720 | -548 | -320 | 0 |
| 60 | 300 | 2doz | -1024 | -969 | -905 | -832 | -744 | -640 | -512 | -352 | -146 | 127 | 511 |
| | | | -1152 | -1097 | -1033 | -960 | -872 | -768 | -640 | -480 | -274 | 0 | 384 |
| 70 | 350 | 2doz | -896 | -832 | -758 | -672 | -570 | -448 | -298 | -112 | 127 | 447 | 895 |
| | | | -1024 | -960 | -886 | -800 | -698 | -576 | -426 | -240 | 0 | 320 | 768 |
| 80 | 400 | 2doz | -768 | -694 | -610 | -512 | -395 | -256 | -85 | 127 | 402 | 767 | 1279 |
| | | | -896 | -822 | -738 | -640 | -523 | -384 | -213 | 0 | 274 | 640 | 1152 |
| 90 | 450 | 2doz | -640 | -557 | -462 | -352 | -221 | -64 | 127 | 367 | 676 | 1087 | 1663 |
| | | | -768 | -685 | -590 | -480 | -349 | -192 | 0 | 240 | 548 | 960 | 1536 |
| 100 | 500 | 2doz | -512 | -420 | -315 | -192 | -46 | 127 | 341 | 607 | 950 | 1407 | 2047 |
| | | | -640 | -548 | -443 | -320 | -174 | 0 | 213 | 480 | 822 | 1280 | 1920 |
| 110 | 550 | 2doz | -384 | -283 | -167 | -32 | 127 | 319 | 554 | 847 | 1225 | 1727 | 2432 |
| | | | -512 | -411 | -295 | -160 | 0 | 192 | 426 | 720 | 1097 | 1600 | 2304 |
| 120 | 600 | 2doz | -256 | -146 | -19 | 127 | 302 | 511 | 767 | 1087 | 1499 | 2047 | 2816 |
| | | | -384 | -274 | -147 | 0 | 174 | 384 | 640 | 960 | 1371 | 1920 | 2688 |
| 130 | 650 | 2doz | -128 | -9 | 127 | 287 | 477 | 703 | 981 | 1327 | 1773 | 2368 | 3200 |
| | | | -256 | -137 | 0 | 160 | 349 | 576 | 853 | 1200 | 1645 | 2240 | 3072 |
| 140 | 700 | 2doz | 0 | 127 | 275 | 447 | 651 | 895 | 1194 | 1567 | 2047 | 2688 | 3584 |
| | | | -128 | 0 | 147 | 320 | 523 | 768 | 1066 | 1440 | 1920 | 2560 | 3456 |
| 150 | 750 | 2doz | 127 | 265 | 423 | 607 | 826 | 1087 | 1407 | 1807 | 2322 | 3008 | 3968 |
| | | | 0 | 137 | 295 | 480 | 698 | 960 | 1280 | 1680 | 2194 | 2880 | 3840 |

The top number in each cell is Returns Above Direct Expenses.

The bottom number in each cell is Returns Above Total Specified Expenses.

Only the product listed has been varied to calculate net returns.

Note: Cost of production estimates are based on last year's input prices.