

Table 15.A: Estimated costs per acre

Southern Peas, Fresh Market - Mechanical Harvest
Alabama - MALTA, 2005

| ITEM | UNIT | PRICE | QUANTITY | AMOUNT | YOUR FARM |
|--------------------------|------|---------|----------|---------|-----------|
| | | dollars | | dollars | |
| DIRECT EXPENSES | | | | | |
| FERTILIZER | | | | | |
| Lime (Spread) | ton | 28.77 | 0.4950 | 14.24 | _____ |
| Amm Nitrate (34%) | cwt | 10.65 | 0.5000 | 5.33 | _____ |
| Phosphorus(46% P205) | cwt | 11.55 | 1.5600 | 18.02 | _____ |
| Potash (60% K20) | cwt | 8.20 | 1.2000 | 9.84 | _____ |
| HERBICIDE | | | | | |
| Treflan HFP | pt | 3.19 | 0.5000 | 1.60 | _____ |
| INSECTICIDE | | | | | |
| Diazinon 50W | lb. | 4.53 | 1.2500 | 5.66 | _____ |
| Endosulfan 3E | pt | 3.37 | 15.9480 | 53.74 | _____ |
| SEED/PLANTS | | | | | |
| Southern Peas-OP | lb | 1.81 | 10.0000 | 18.10 | _____ |
| OTHER | | | | | |
| Sacks | each | 0.75 | 75.0000 | 56.25 | _____ |
| OPERATOR LABOR | | | | | |
| Tractors | hour | 9.82 | 9.6522 | 94.77 | _____ |
| HAND LABOR | | | | | |
| Implements | hour | 6.44 | 10.8112 | 69.62 | _____ |
| Grd. Labor S. Peas | | | | | |
| Rot.Pk.Table S Peas | hour | 6.44 | 3.0000 | 19.32 | _____ |
| Bag Sealer S. Peas | hour | 6.44 | 0.1000 | 0.64 | _____ |
| Sheller S. Peas | hour | 6.44 | 6.0000 | 38.64 | _____ |
| DIESEL FUEL | | | | | |
| Tractors | gal | 1.34 | 37.2614 | 49.92 | _____ |
| REPAIR & MAINTENANCE | | | | | |
| Implements | acre | 88.99 | 1.0000 | 88.99 | _____ |
| Tractors | acre | 8.29 | 1.0000 | 8.29 | _____ |
| Rot.Pk.Table S Peas | acre | 0.11 | 1.0000 | 0.12 | _____ |
| Bag Sealer S. Peas | acre | 0.49 | 1.0000 | 0.49 | _____ |
| Sheller S. Peas | acre | 0.21 | 1.0000 | 0.22 | _____ |
| INTEREST ON OP. CAP. | acre | 3.74 | 1.0000 | 3.74 | _____ |
| TOTAL DIRECT EXPENSES | | | | 557.54 | _____ |
| FIXED EXPENSES | | | | | |
| Implements | acre | 122.79 | 1.0000 | 122.79 | _____ |
| Tractors | acre | 51.61 | 1.0000 | 51.61 | _____ |
| R.B.Convey S. Peas | each | 133.89 | 0.0200 | 2.68 | _____ |
| Rot.Pk.Table S Peas | each | 106.78 | 0.0200 | 2.14 | _____ |
| Bag Sealer S. Peas | each | 35.56 | 0.0200 | 0.71 | _____ |
| Sheller S. Peas | each | 279.48 | 0.0200 | 5.59 | _____ |
| TOTAL FIXED EXPENSES | | | | 185.52 | _____ |
| TOTAL SPECIFIED EXPENSES | | | | 743.06 | _____ |

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

Table 15.B: Estimated resource use and costs for field operations, per acre
 Southern Peas, Fresh Market - Mechanical Harvest
 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 | |
| Sub-Soiler | 2 Shank | 2WD 75 hp | 0.404 | 1.00 | Feb | 2.44 | 2.16 | 0.64 | 1.60 | 0.40 | 3.97 | | | | 10.81 | |
| Cyclone Spin | 825 Lb | 2WD 75 hp | 0.084 | 1.00 | Feb | 0.51 | 0.45 | 0.05 | 0.18 | 0.08 | 0.83 | | | | 2.02 | |
| Amm Nitrate (34%) | cwt | | | | | | | | | | | 0.5000 | 10.65 | 5.33 | 5.33 | |
| Phosphorus(46% P205) | cwt | | | | | | | | | | | 1.5600 | 11.55 | 18.02 | 18.02 | |
| Potash (60% K20) | cwt | | | | | | | | | | | 1.2000 | 8.20 | 9.84 | 9.84 | |
| Disk Harrow | 14 Ft | 2WD 75 hp | 0.141 | 2.00 | Mar | 1.71 | 1.51 | 1.04 | 2.28 | 0.28 | 2.78 | | | | 9.32 | |
| Disk Bed | 4-Row | 2WD 75 hp | 0.140 | 1.00 | Mar | 0.85 | 0.75 | 0.15 | 0.42 | 0.14 | 1.38 | | | | 3.55 | |
| Cult + App Herb | 4-Row | 2WD 75 hp | 0.193 | 1.00 | Apr | 1.17 | 1.04 | 0.36 | 0.99 | 0.29 | 2.52 | | | | 6.08 | |
| Treflan HFP | pt | | | | | | | | | | | 0.5000 | 3.19 | 1.60 | 1.60 | |
| Plntr - Vacuum | 4 Row | 2WD 75 hp | 0.226 | 1.00 | Apr | 1.36 | 1.21 | 11.65 | 19.38 | 0.22 | 2.23 | | | | 35.83 | |
| Southern Peas-OP | lb | | | | | | | | | | | 10.0000 | 1.81 | 18.10 | 18.10 | |
| Sprayer Air Blast | 16' spray | 2WD 75 hp | 0.245 | 1.00 | Apr | 1.48 | 1.31 | 8.84 | 15.96 | 0.24 | 2.41 | | | | 30.00 | |
| Diazinon 50W | lb. | | | | | | | | | | | 1.2500 | 4.53 | 5.66 | 5.66 | |
| Sprayer Air Blast | 16' spray | 2WD 75 hp | 0.245 | 3.00 | May | 4.44 | 3.94 | 26.52 | 47.89 | 0.73 | 7.23 | | | | 90.02 | |
| Endosulfan 3E | pt | | | | | | | | | | | 15.9480 | 3.37 | 53.74 | 53.74 | |
| Cultivate | 4-Row | 2WD 75 hp | 0.193 | 1.00 | May | 1.17 | 1.04 | 0.52 | 1.43 | 0.19 | 1.90 | | | | 6.06 | |
| Picker Beans/Peas | 1 Row | 2WD 75 hp | 3.571 | 1.00 | May | 21.54 | 19.10 | 37.29 | 29.30 | 10.71 | 81.07 | | | | 188.30 | |
| Sacks | each | | | | | | | | | | | 75.0000 | 0.75 | 56.25 | 56.25 | |
| Trailer-Southern Pea | | 2WD 75 hp | 3.571 | 1.00 | May | 21.54 | 19.10 | 1.93 | 3.36 | 7.14 | 58.07 | | | | 104.00 | |
| Sheller S. Peas | each | | | 1.00 | May | | | | 5.59 | | | 0.0200 | | | 5.59 | |
| Application 1 | acre | | | 1.00 | May | | | 0.22 | | 6.00 | 38.64 | 1.0000 | | | 38.86 | |
| R.B.Convey S. Peas | each | | | 1.00 | May | | | | 2.68 | | | 0.0200 | | | 2.68 | |
| Rot.Pk.Table S Peas | each | | | 1.00 | May | | | | 2.14 | | | 0.0200 | | | 2.14 | |
| Application 1 | acre | | | 1.00 | May | | | 0.12 | | 3.00 | 19.32 | 1.0000 | | | 19.44 | |
| Bag Sealer S. Peas | each | | | 1.00 | May | | | | 0.71 | | | 0.0200 | | | 0.71 | |
| Application 1 | acre | | | 1.00 | May | | | 0.49 | | 0.10 | 0.64 | 1.0000 | | | 1.13 | |
| TOTALS | | | | | | | 58.21 | 51.61 | 89.82 | 133.91 | 29.56 | 222.99 | | | 182.78 | 739.32 |
| INTEREST ON OPERATING CAPITAL | | | | | | | | | | | | | | | | 3.74 |
| UNALLOCATED LABOR | | | | | | | | | | | | | | | | 0.00 |
| TOTAL SPECIFIED COST | | | | | | | | | | | | | | | | 743.06 |

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

Table 15.C: Breakeven price above total expenses and net returns for price/yield combinations, per acre
 Southern Peas, Fresh Market - Mechanical Harvest, Alabama - MALTA, 2005

| | | | BREAKEVEN PRICE | | | | | | | | | | |
|---------------|-------|------|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|-------------|--------------|--------------|
| Southern Peas | | | 7.74 | 8.29 | 8.93 | 9.67 | 10.55 | 11.61 | 12.90 | 14.51 | 16.58 | 19.35 | 23.22 |
| PERCENT | YIELD | UNIT | <i>dollars</i> | | | | | | | | | | |
| 50 | 32 | 10lb | -309 -495 | -292 -477 | -271 -457 | -247 -433 | -219 -405 | -186 -371 | -144 -330 | -93 -278 | -26 -212 | 61 -123 | 185 0 |
| 60 | 38.4 | 10lb | -260 -445 | -239 -424 | -214 -400 | -186 -371 | -152 -337 | -111 -297 | -62 -247 | 0 -185 | 79 -106 | 185 0 | 334 148 |
| 70 | 44.8 | 10lb | -210 -396 | -186 -371 | -157 -342 | -124 -309 | -84 -270 | -37 -222 | 20 -165 | 92 -92 | 185 0 | 309 123 | 482 297 |
| 80 | 51.2 | 10lb | -161 -346 | -132 -318 | -100 -285 | -62 -247 | -17 -202 | 36 -148 | 102 -82 | 185 0 | 291 106 | 433 247 | 631 445 |
| 90 | 57.6 | 10lb | -111 -297 | -79 -265 | -43 -228 | 0 -185 | 50 -135 | 111 -74 | 185 0 | 278 92 | 397 212 | 557 371 | 779 594 |
| 100 | 64 | 10lb | -62 -247 | -26 -212 | 14 -171 | 61 -123 | 117 -67 | 185 0 | 268 82 | 371 185 | 503 318 | 680 495 | 928 743 |
| 110 | 70.4 | 10lb | -12 -198 | 26 -159 | 71 -114 | 123 -61 | 185 0 | 259 74 | 350 165 | 464 278 | 610 424 | 804 619 | 1077 891 |
| 120 | 76.8 | 10lb | 36 -148 | 79 -106 | 128 -57 | 185 0 | 253 67 | 334 148 | 433 247 | 557 371 | 716 530 | 928 743 | 1225 1040 |
| 130 | 83.2 | 10lb | 86 -99 | 132 -53 | 185 0 | 247 61 | 320 135 | 408 222 | 515 330 | 649 464 | 822 636 | 1052 866 | 1374 1188 |
| 140 | 89.6 | 10lb | 135 -49 | 185 0 | 242 57 | 309 123 | 388 202 | 482 297 | 598 412 | 742 557 | 928 743 | 1176 990 | 1523 1337 |
| 150 | 96 | 10lb | 185 0 | 238 53 | 299 114 | 371 185 | 455 270 | 557 371 | 680 495 | 835 650 | 1034 849 | 1300 1114 | 1671 1486 |

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.