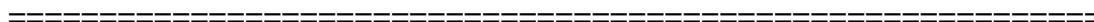

PRODUCTION PRACTICES AND SAMPLE COSTS FOR A DIVERSIFIED ORGANIC VEGETABLE OPERATION ON THE CENTRAL COAST OF CALIFORNIA

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ABSTRACT

Organic vegetable farms on the Central Coast region of California are generally intensive operations. That is, two and sometimes three crops may be harvested off the same acreage each year. Many approaches exist for growing and marketing organic vegetables. This publication describes the range of soil management practices, pest management, crop rotations, cover crops, and harvest and packing methods currently used by organic growers on the Central Coast of California. Marketing options and state and federal regulations governing organic commodities are also discussed. A general sequence of operations, equipment requirements, resource use, costs, yield and return ranges are presented for thirteen vegetable crops and two cover crops. The vegetables included are cabbage, cauliflower, cucumbers, garlic, lettuce (leaf and romaine), onions (red and yellow), snap peas, snow peas, bell peppers (green and red), sweet corn, and winter squash (large and small varieties). Barley and vetch are the two cover crops detailed.

OVERVIEW OF PRODUCTION PRACTICES

Introduction

The Central Coast region is one of the most highly concentrated areas of organic vegetable production in California. The region's agricultural base, climate, proximity to nearby urban areas, and access to a variety of market channels has supported significant growth in this industry in recent years.

There are many approaches and methods for growing and marketing organic vegetables. This overview is meant to guide the reader through the critical topics and issues that growers need to address. Some of the most important variables affecting the characteristics of a particular farm are its size, soil type and fertility, available water resources, the selection and rotation of crops, labor and equipment requirements, and market options. This narrative will highlight a number of different organic vegetable crops and two cover crops currently grown on the Central Coast. They are: barley (cover crop), cabbage, cauliflower, cucumbers, garlic, lettuce, onions, peas, peppers, sweet corn, vetch (cover crop), and winter squash. Additional crops are often included in a grower's operation for greater diversification.

The overview is divided into several sections. The first section describes the general sequence of operations for the production of organic vegetables. Following this description, three additional sections provide more detail about crop diversification and rotation, cover crops, and pest management. In the final two sections, we address the marketing of organic vegetables and the current status of regulations governing organic commodities.

Production Practices

Organic vegetable farms on the Central Coast region of California are generally intensive operations. That is, two and sometimes three crops may be harvested off the same acreage each year. For each crop, cultural operations begin with land preparation. First, the soil is disced once or twice. After this initial discing, land is chiseled one or two times, followed by one or two additional discings. The number of passes for each operation depends on the amount of residue of the previous crop to be turned under as well as the tilth of the soil. Land leveling is not performed on a yearly basis.

Soil amendments such as manure, composted manure, and gypsum are often spread by a custom operator or by the grower during land preparation to manage soil fertility, add soil organic matter, and increase nutrient levels

for the next crop. Manure and composted manure can provide nitrogen, phosphorus, and potassium for crop production. Gypsum adds calcium and sulfur for crop production and can be used to improve soil tilth with soils high in sodium. Soil amendments are generally added if warranted by appropriate sampling. In addition, grower experience, cropping sequence, and cost will help determine the material to be used as well as the exact application rate. Other soil fertility management techniques include crop diversification, rotation, and cover cropping.

After the ground has been worked and any soil amendments added, beds are listed. Depending upon management technique and equipment complement, this operation is either done by the grower or by a custom operator. Weed seeds that have been brought to the surface during the ground work are germinated with a preplant irrigation. A subsequent preplant cultivation reduces or eliminates these weeds. A variety of implements may be used; rolling cultivators and sled-type cultivators are most common.

Following these practices, beds are shaped and a vegetable crop planted. Bed size can range from 30 to 60 inches from furrow to furrow depending on the crop to be planted and the desired plant density. A grower's equipment complement may also factor into the decision of bed size. Central Coast organic vegetable producers commonly plant on 40-inch beds. Vegetable crops are direct seeded, hand planted, or machine transplanted depending upon the crop itself, the time of year, the crop's ability to compete with weeds, and the targeted market. If it is available, organic growers must purchase and plant seed that has not been fungicide-treated. Under organic regulations, seed that has been insecticide-treated may not be used. Transplants must be grown in accordance with the California Organic Foods Act of 1990 in addition to specific organic certification rules and regulations (where applicable). For additional information, refer to the Regulations of Organically Grown Commodities section.

Initial land preparation is similar for most crops. After this time, the diversification of crops necessitates that a number of different production practices be utilized by organic growers. Figure 1 includes information on various planting methods, irrigation, pest management practices, and harvest and packing methods for several different organic vegetable crops currently grown in the Central Coast. The grower's experience and management style, soil type, the existing pest complex, and each crop's unique cultural requirements factor into the variation. For example, the number of mechanical cultivations for each crop can range from two to seven depending on the planted crop and weed densities. Pest management materials may be applied to some vegetable crops for pest reduction and/or control; other crops may not require any applications. In addition, harvest and packing methods may vary depending on a grower's labor and equipment complement, as well as whether or not any packing facilities are available.

The irrigation delivery method, number of applications, and total irrigation amount varies depending on specific crop requirements, soil type, the amount of water stored in the soil profile, and water availability. A crop's rooting depth and growing season greatly affect the water needs.

For example, shallow rooted crops and crops grown over the summer months generally require more frequent irrigation than deeper rooted crops or crops grown in the winter months. Soils with high levels of organic matter may be better able to retain moisture and therefore decrease the amount of applied water. Furrow or sprinkler irrigation is most often used by organic vegetable growers in the Central Coast.

Surface and subsurface drip irrigation systems may also be used by some growers, however these systems require a larger capital investment initially.

Crop Diversification and Rotation

Crop diversification and rotation are essential elements of organic vegetable operations. Diversification can enhance economic stability by allowing the risks of production agriculture to be spread over a greater number of crops. Ideally, the crop mix should be complementary in nature; that is, all practices should be performed in a timely manner without competition for labor, equipment, and management expertise. In reality, this may not always be possible because of factors beyond a grower's control, such as unusual weather conditions, pest infestations, or peak work periods. Diversification may also mean that a grower will need additional resources such as specialized farm machinery.

Rotations are characterized by cropping sequences that alternate a variety of vegetable crops and often include a cover or green manure crop. Because of the importance of soil fertility and soil organic matter, organic vegetable growers are increasingly planting some acreage to cover crops. A crop rotation's purpose is to continually recycle nutrients, break pest cycles, and maintain a balance between soil organic matter accumulation and decomposition. Organic matter is particularly important for improving soil structure and water holding capacity, and for providing nitrogen and other nutrients for crop production.

Individual organic vegetable growers may have differing strategies for planting and rotating a variety of crops. Cropping history and grower experience will factor into the determination of each year's rotation. Other considerations include:

1. The ease of each crop's cultivation.
2. The compatibility of each crop in terms of labor, equipment, and seasonal timing.
3. The availability of nutrients. Crops with greater nutrient requirements may produce higher yields when following a cover crop or a crop with lower nutrient needs. Also, crops with different root growth patterns may be better able to utilize residual nutrients that a previous crop was unable to capture.
4. The existing pest complex including weeds, disease, and arthropods (insects, spiders and mites). Selection of a crop that competes well with weeds, or planting disease-resistant cultivars may help overcome some of these difficulties.
5. The crop value and access to markets.
6. The ability to provide year-round employment for farm workers.

Additionally, most growers will not plant related crop species on the same acreage in the same year. Often this rule is extended for longer periods of time depending on the specific vegetable crop and cropping history. However, when production land is high in value or when growers use limited rotations, some crops (most commonly lettuce) may be grown back-to-back on the same land.

Figure 2 includes information on a rotation plan for several different organic vegetable crops currently produced on the Central Coast. Although not shown in the figure, a number of different rotation schemes are feasible, including staggered plantings. For example, crops such as cabbage, cauliflower, lettuce, and sweet corn may not be planted on large acreages, but rather in smaller blocks on a weekly basis. Staggered plantings are noteworthy in that they enable growers to harvest over a greater period of time; markets therefore receive a more consistent supply. Staggered plantings may also mitigate the effects of market gluts that can result in lower returns for growers.

Cover Crops

Cover crops can be beneficial for intensive organic vegetable production in a number of ways. Water penetration and infiltration can be improved by root growth of a cover crop and by returning organic matter to soils. Increased organic matter may improve the soil's ability to retain moisture. If leguminous cover crops are grown, soil nitrogen can be increased through nitrogen fixation. Grasses are particularly helpful in promoting

soil structure and soil aggregate stability because of their fibrous root systems. Microbial activity, often stimulated by cover crop root exudates and organic matter additions to soils, has also been shown to promote aggregate stability. As microbes decompose organic matter, nutrients are released. Weed suppression for subsequent crops may be another benefit. Furthermore, cover crops can provide a favorable environment to attract and sustain beneficial arthropods.

Planting cover crops in intensive organic vegetable operations may result in some negative impacts. Cover crops may attract some arthropod pests to production areas. Fall planted cover crops prevent ground from being worked up to allow for spring planting flexibility. Cover crops also require additional inputs such as seed, irrigation water, and labor. In addition, revenue-producing vegetable crop acreage is reduced when a cover crop is grown. However, some growers view the cost of planting and maintaining a cover crop as the cost of producing nitrogen and/or improving soil quality for the long-term.

Selection of a particular cover crop species should take into account the growing needs of the cover crop itself as well as the previous and subsequent vegetable crops, the soil type, and any irrigation requirements. In this region commonly planted cover crops include, but are not limited to, legumes such as vetch and bell beans and certain annual grasses such as barley, rye, and oats. Growers may use a grass/legume mixture to obtain benefits that are unique to each cover crop type. Cover crops may be planted on a year-round basis depending upon how they fit into a grower's rotation scheme. Vegetable crops that follow a cover crop may not require a compost or manure application to supply nutrients for crop production. Growers in some areas may find that certain cover crop species and mixes are not suitable for their soils and conditions. Often, the most suitable cover crop in each situation is determined by observation and experimentation over a period of years.

Pest Management

Most pesticides that are currently used by producers of conventionally grown vegetables are not approved for use by organic vegetable growers. However, grower experience indicates that fewer disease and insect problems exist overall in organic systems. Organic growers may also be willing to tolerate more pest pressure in the field than conventional growers. Nevertheless, when necessary, some treatments such as natural pesticides and biological controls are used to decrease pest damage and reduce short-run economic risks. These treatments, in conjunction with crop diversification, rotation and cultural practices usually reduce and/or control disease, weed, and insect problems. When pest management materials are used, application rates will vary depending on the specific crop and the extensiveness of a pest infestation.

Growers should be certain that any materials used are in compliance with the rules and regulations of state and organic certification agencies. For additional information refer to the Regulations of Organically Grown Commodities section.

Diseases. Important diseases that have occurred in organic vegetable production areas of the Central Coast include: *Pythium*, *Rhizoctonia* and *Fusarium* on onions and squash, viruses such as beet yellows on lettuce and cabbage, and fungal diseases such as downy mildew (*Peronospora destructor*) on onions and powdery mildew (*Leveillula taurica*) on peppers. Techniques to minimize the incidence of disease in organic vegetable crops include:

1. Planting high quality disease-resistant cultivars.
2. Avoid planting at certain times of the year because of severe disease incidence.
3. Improving field drainage and/or modifying irrigation methods. Moist and wet fields provide a favorable environment for disease. Sprinkler irrigation should be avoided on some crops such as onions and garlic.
4. Mechanical and hand cultivations to remove weeds that may harbor disease.
5. The control of disease-transmitting insects (aphids and beetles) by such means as insecticidal soap sprays and diversified plantings for biological control.
6. Sanitation of equipment when moving from field to field.
7. Crop rotations.

Weeds. Optimal weed control in organic vegetable systems in the Central Coast often results from the integration of a number of weed control techniques. Weeds are largely managed by tillage with a sled or rolling cultivator. Each cultivation's timing is dependent on the season the vegetable crop is planted, the amount of soil moisture, the crop's stage of growth, and the crop's ability to compete effectively with weeds. Hand weeding is often used in addition to mechanical cultivations.

Flame weeders are also being utilized by growers to reduce weed populations. Weeds are not actually burned back by flaming; they are killed by desiccation when the plant's cells burst upon exposure to the high temperatures that a flame weeder produces. Flame weeding is most effective when used on broadleaf seedling weeds and is generally not useful in eliminating volunteer grasses with protected growing points. Since no soil disruption occurs with flame weeding, additional weed seeds are not brought to the soil surface for germination.

Plastic or organic mulches may also be used by some growers to block light and prevent weed seed germination. Vegetable crops are customarily planted directly through mulches to keep weed populations low throughout the growing season. Water usage may decrease when mulches are used because moisture retention generally increases. The use of some mulching materials may be restricted by registration and/or certification agencies.

Insects. Insect pests that are prevalent in organic production systems in the Central Coast include a number of different aphid species, flea beetles (*Epitrix* and *Phyllotreta* spp), the spotted cucumber beetle (*Diabrotica undecim-punctata undecimpunctata*), corn ear-worm (*Heliothis zea*), the cabbage looper (*Trichoplusia ni*), and the imported cabbage worm (*Pieris rapae*). These insects attack a variety of vegetable crops, feeding on plant foliage, stems, flowers, and fruits. Economic damage is therefore caused by reduced plant growth, weakened and scarred plants and fruit, and ultimately, decreased yields.

Methods used to reduce or manage caterpillar populations include spray applications of the *bacteria Bacillus thuringiensis* and the botanical insecticide Pyrellin E.C.® Applications of insecticidal soap and Pyrellin E.C.® are sometimes used for aphid control. In addition, Pyrellin E.C.® may be helpful in controlling some beetle pests. Insecticidal soaps are derived from plant oils or animal fats and are currently allowed for use by organic growers. Pyrellin E.C.® is a formulated insecticide that is derived from a combination of two plant extracts, pyrethrum and rotenone. Pyrethrin is currently an acceptable method of insect control in California organic farming provided it does not contain the synergist piperonyl butoxide. However, the use of some botanical insecticides has been associated with a decrease in beneficial arthropod populations so is generally applied only when pest pressure is severe.

Pheromone traps may be used by some growers to monitor pest populations. Pest management may also include the release of biological control agents to augment that which may already exist in the field. For example, release of beneficial wasps of the genus *Trichogramma* may help control corn earworm. Additionally, some growers maintain insectary plantings in or near fields to provide a habitat and food source for beneficial arthropods.

Marketing

The marketing of organically produced vegetables presents Central Coast growers with a number of challenges. Total supply, consumer demand, pricing, perishability of the product, and market structure are all factors that contribute to a grower's ability to sell his/her product. Therefore, production and market risks both affect the profitability and economic viability of organically grown vegetables. In all cases, the risks associated with organic vegetable operations should not be minimized.

Organic vegetables, like many fresh market commodities, are a highly perishable product. Growers must harvest, pack, and sell their products in an expedient manner to receive satisfactory returns. Therefore, from a marketing perspective vegetables carry a greater risk than such storable commodities as nuts and grains. Some organic vegetable growers may reduce this risk by planting crops such as winter squash, onions, garlic, and potatoes which may be stored for longer periods of time.

Commodities that are produced organically can often be sold for a premium price over conventionally grown products. However, the industry is extremely competitive and returns to growers are dictated by the total supply, consumer demand, and the available organic outlets. Market saturation often occurs. Growers may then be forced to accept lower returns and/or market their product without the organic designation at conventional prices.

Although research indicates that organic vegetable production has expanded considerably in the 1980's and 1990's, there is some debate as to whether consumer demand and market outlets geared toward organic produce have expanded at the same rate. A product's price and appearance, consistency of the supply, and market location and accessibility may influence a consumer's willingness to purchase organic commodities. Organic agriculture's perceived benefits, including food and farm worker safety, improved nutritive values, and positive environmental effects may also influence a consumer's decision to purchase organic products. Within the State of California, the Central Coast enjoys somewhat of a marketing edge. Its juxtaposition to the San Francisco Bay Area, with its coordinated market channels and its large contingent of environmentally conscious consumers allows growers some ease and flexibility in selling their products. Market channels within the Bay Area include produce brokers, wholesalers, retailers, and direct markets. All are integral in facilitating the handling and distribution of organic vegetables grown in the Central Coast. Los Angeles also supports a large organic market and is relatively close in proximity to the Central Coast. It may therefore provide an additional marketing avenue for organic vegetable growers in the region.

Regulation of Organic Commodities

As of January 1, 1992 all growers who choose to produce and market organic commodities must register on a yearly basis with the State of California under the California Organic Foods Act of 1990. Enforced under this act are the provisions of Article 4.5 (commencing with Section 26569.20) of Chapter 5 of Division 21 of the California Health and Safety Code and of the California Food and Agricultural Code commencing with Section 46000. These provisions contain rules and regulations that must be adhered to by all producers, processors and handlers of organic commodities. The act states that prior to January 1, 1995, producers of organic commodities may not apply prohibited materials or substances to annual or two-year crops for a minimum of twelve months prior to seed planting or twelve months prior to the appearance of flower buds for perennial crops to qualify as organic. From January 1, 1995 through December 31, 1995, this rule increases to a twenty-four month period of prohibition. On or after January 1, 1996 the restriction increases to thirty-six months.

State registration fees are estimated by the registrant's total gross sales from the previous year. If no sales occurred in the previous year, fee remittance is based on the projected gross receipts. First year registrants must pay a one-time only assessment equal to one and one-half times the yearly state registration fee.

The federal Organic Foods Production Act of 1990 (OFPA) became effective on October 1, 1993. However, due to budget and time constraints, final recommendations for the law's implementation has not been completed. Therefore, even though the law is now in place, implementation and enforcement will be delayed for at least one year. Nonetheless, growers would be wise to follow federal regulations and production standards (in addition to state regulations) at this time. The OFPA is administered through the United States Department of Agriculture.

The OFPA preempts California's state law except in those cases where the state applies to the USDA for approval of stricter standards. Two differences between the state and federal laws are noteworthy. First, the federal law stipulates that organic foods must not be produced on land to which a prohibited substance has been applied for a minimum of three years immediately preceding harvest of the crop to qualify as organic. Second, federal law states that growers must be certified by a federally accredited certifying agent on an annual basis if yearly gross sales total more than \$5,000. This federal requirement should not be confused with, and is separate from, state registration.

In 1992 only one-third of the registered organic farmers in California were certified by a certification agency. Approximately ninety percent of those certified were certified through California Certified Organic Farmers (CCOF). In addition to CCOF, five other organizations actively certify growers in the state. They are: Farm Verified Organic (FVO), the Organic Crop Improvement Association (OCIA), the Organic Growers and Buyers Association (OGBA), Quality Assurance International (QAI) and Scientific Certification Systems (SCS). Each agency should adhere to all state and federal laws regulating organic commodities, and in addition may enforce standards and procedures specific to their own agencies. The above organizations are registered with the State of California. However, none are currently accredited by the USDA since the USDA's certification program has not yet been implemented.

COSTS AND RETURNS

The practices described for the hypothetical farm used in this study are considered common for the central coast of California. Sample costs given for labor, materials, equipment, and custom and contract services are based on 1992-1993 prices. The use of trade names is not an endorsement or a recommendation, nor is criticism implied by omission of similar products. A blank Your Cost column is provided to enter your actual costs on tables that include information on operations and inputs. While every effort is made to model a production system based on real world practices, this report cannot fully represent the costs and practices that are specific to each operation, or the variations that exist between growers within the region. Therefore, this study should be interpreted as a representative operation only and not as a statistical average.

The Cost Of Production Assumptions and three tables for each of the selected organic vegetable crops in this study follow the general information. In addition, three tables for each of two cover crops are included as a part of this report.

The three table types are:

- a. Costs To Produce
- b. Operating Input Costs
- c. Monthly Cash Costs Per Acre

The vegetable and cover crops are:

- Barley (cover crop)
- Cabbage (green)
- Cauliflower
- Cucumbers
- Garlic
- Lettuce (leaf and romaine)
- Onions (red and yellow)
- Peas (non-staked snap and snow)
- Peppers (green and red bell)
- Sweet Corn
- 'Lana' Woolypod Vetch (cover crop)
- Winter Squash (large and small varieties)

Cost of Production Assumptions

This study reflects the practices and costs associated with an intensive production system for various organic vegetable crops and two cover crops currently grown in the Central Coast region. They are: barley (cover crop), cabbage (green), cauliflower, cucumbers, garlic, lettuce (leaf and romaine), onions (red and yellow), peas (non-staked snap and snow), peppers (green and red bell), sweet corn, vetch (cover crop), and winter squash (large and small varieties)

The farm in this report is assumed to be registered and certified as organic. To be registered and certified organic, a transition period is required for any farm changing from conventional practices to organically acceptable methods. State registration and certification agency rules and regulations that are specific to organic commodities must be adhered to during this time period. Crops grown in transition years may not be sold or labeled as organic. Commodities that are produced organically can often be sold for a premium price over conventionally grown products. However, the supply of organic products, market competition, and consumer demand can affect grower returns.

The following is a description of general assumptions pertaining to sample production costs for the diversified organic vegetable operation analyzed in this study. The costs are based on common practices used by Central Coast growers and may not be applicable to all situations. Production practices and management techniques are generally individualized to meet the specific needs of each grower. These costs are represented on an annual per acre basis.

Land. The total farm size is 115 acres. In this study, land is rented by the grower at an annual cost of \$500 per acre. This figure can be highly variable and depends on the parcel location. Additional factors affecting the cost to rent organic vegetable production land may include soil type and water availability. Land is assumed to be level, with well drained soils of moderate depth and fertility.

Two crops are harvested off of 45 of the 115 acres of land each year for a total of 160 production units. Therefore, all cash and non-cash overhead costs are spread evenly over 160 producing acres rather than the physical 115 acre land base.

Production Practices. Production practices for each crop in this study are listed in table type a. Costs To Produce. These tables show the order in which the operations are performed, as well as the hours per acre to perform each operation. Labor and custom rates, material and fuel and repair costs are also included in these tables. Input costs can be found in table type b. Operating Input Costs. In addition, the sequence of operations and the monthly cash costs for each crop can be found in table type c. Monthly Cash Costs Per Acre.

In this report no crop varieties are specified. Crops are assumed to be planted on 40-inch beds. Seed and transplant costs are within a range of costs for different open-pollinated and hybrid vegetable cultivars. Varietal planting decisions should ultimately be based on the crop's compatibility to the climatic region, the disease-resistance capability, yield potential, overall quality at harvest, and the cultivar's marketability.

To manage soil tilth, fertility, and nutrient levels, some soil amendments are applied to production lands. Material and application rate options are shown in the following table. Soil amendments are generally added if warranted by appropriate sampling. Refer to table type b. Operating Inut Costs for the specific material and application rates used in this study.

Crop Irrigation Requirements. Each crop has different irrigation requirements depending on the rooting depth and the crop itself, the soil type, and the growing season. In this study crops are irrigated by sprinkler or furrow (gated pipe) irrigation. Water is pumped from underground wells. Because the land is rented, the land owner is assumed to be responsible for well and under-ground irrigation system maintenance and repair. Costs for irrigation pipe are located in Table 19 under investments. Irrigation rates and water costs for each crop in this study can be found in table type a and table type b following the assumptions. Individual situations may vary.

Soil Amendment Materials

Material	Number of Applications*	Application Rate/Acre	When Applied
Manure	1 per crop	3-10 tons	With land prep.
Composted Manure	1 per crop	3-10 tons	With land prep.
Gypsum	1 per year	1/2 to 1-1/2 tons	With land prep.
Compost-Gypsum Blend (75%-25%)	1 per crop	3-6 tons	With land prep.

* May be reduced or omitted depending on crop sequence.

Cover Crops. In this report, two winter annual cover crops are sown each year in the fall on a total of 40 acres of the vegetable production land. The planted cover crops are assumed to be 'Lana' woolypod vetch and barley. Twenty acres of each species is assumed to be planted.

To prepare the ground for seeding of the cover crop, land is disced once in the fall after the vegetable harvest. Following this practice, land is chiseled one time and disced two additional times. Seed is then drilled at a rate of 75 pounds per acre for barley or 40 pounds per acre for vetch. The cover crop is sprinkler irrigated with approximately three inches of water for germination. After this irrigation, cover crop growth is dependent on moisture in the soil profile and fall and winter rains. In late March, the cover crop is mowed once and incorporated into the soil by discing. The timing of these operations is dependent on the planting schedule for the following vegetable crop. Costs for the cover crop incorporation (discing) are included as land preparation costs for the subsequent vegetable crop.

The cost to produce each cover crop on a per acre basis is calculated in table types a., b. and c. in Tables 16-17. The total cost to produce 40 acres of cover crops (\$3,256) is calculated by multiplying the cost per acre for each of the two cover crops by 20 acres and then summing the two totals. In this study, the cover crop is considered an investment for the farm and is shown in Table 19 under investments. This investment is spread over the 160 revenue-generating acres to better reflect the actual cost of producing organic vegetables. The amount is also shown on an annual per acre basis for each crop in table type a and table type b under non-cash overhead costs.

Pest Management. In this study, disease incidence and invertebrate and vertebrate pest damage are assumed to be low. However, these may vary on a year to year basis depending on pest populations and management techniques. Weed populations are reduced through a variety of techniques including mechanical cultivations, hand and flame weedings. Refer to table type a and table type b following this section for pest control measures pertinent to this study. Individual situations may vary.

Harvest. In this report, most harvest operations are performed by the grower without custom or contract labor. Exceptions are windrowing garlic and topping onions, which are performed by contract labor. Onions are sorted, sized and graded by farm workers on a specialized machine. All other operations reflect hand harvest and field or shed packing. Labor hours for harvest, sorting, grading, and packing will vary on a year to year basis depending on crop and field conditions. Many crops included in this study can be planted and harvested at varying times throughout the year. Refer to table type a and table type c for the labor costs and individual harvest dates pertinent to this study.

For information on custom or contract harvesting, contact the farm advisor or companies contracting for vegetables in the area of interest. If contract or custom labor is used, equipment for the required operations should be deleted from the equipment list. Labor, fuel, repairs, depreciation and interest on investment should be also be subtracted as a cost of production. Custom charges, then, would be added to harvest costs.

Yield & Return. Table type a shows a reasonable yield for each crop contained in this study factoring in crop damage and loss over a period of years. For example, lettuce yields may vary greatly on a season to season basis. Under good conditions, yields of 850 boxes (24 count) are possible for some varieties. However, when pest and disease infestations are high, economics may dictate that the crop be disced under rather than harvested. Intermediate yield levels of 575 boxes for leaf lettuce and 525 boxes for romaine lettuce were used to calculate cost per box (Table 5a and 6a).

Yield and return ranges for each vegetable crop are included in Table 18. Yield and Return Ranges for Selected Central Coast Organic Vegetable Crops. These figures represent the high and low yields and returns that are possible in a production year given such factors as pest damage and market competitiveness. The return figures reflect the amount received by growers after cooling and/or marketing fees have been subtracted (refer to the marketing section below).

Marketing. In the Central Coast, there are a number of marketing options for growers of organically produced vegetables. Depending on farm size, amount produced and marketing plan, growers may choose to sell their products through organic produce brokers, wholesalers, or direct markets in surrounding areas.

This study assumes that growers market their products through local organic produce brokers. Growers pack, label, and transport their products to brokers (generally directly after harvest). Produce brokers then act as the intermediary between producers and buyers; that is, they facilitate cooling (where applicable), handling, sales, and distribution of the product for a fee or commission. Marketing through a produce broker does not necessarily guarantee that a product is or will be automatically sold. In some cases growers may have their products returned. However, this marketing method is often preferred by growers with greater expertise and interest in production rather than marketing.

Labor. Basic hourly wages for workers are \$6.50 and \$6.15 per hour for machine operators and field workers, respectively. Adding 34% for SDI, FICA, insurance and other benefits increases the labor rates shown to \$8.71 per hour for machine labor and \$8.24 per hour for non-machine labor. The labor hours for operations involving machinery are 20% higher than the operations to account for extra labor involved in equipment setup, moving, maintenance and repair. Wages for managers are not included as a cash cost. Any returns above total costs are considered returns to management and risk.

Investment. The investments shown in Table 19. Whole Farm Annual Equipment, Investment, and Business Over-head Costs for a Diversified Organic Vegetable Operation, are those that are allocated to the entire vegetable farm. Annual investments shown in table type a and table type b represent depreciation and opportunity cost for each investment on an annual per acre basis.

Business Overhead. County taxes are calculated as 1% of the average value of equipment and any buildings or improvements. Investment insurance is charged at 0.5% of the average value of all assets over their useful life. Liability insurance covers accidents on the farm and costs \$300 per year. Sanitation services are estimated at \$82.50 per month on a year-round basis. Office and business costs are estimated at \$85 per acre for the farm. These expenses include office supplies, telephones, bookkeeping, accounting, legal fees, business trips, subscription fees, and road preparation and maintenance.

Assessments. In this study, a stepped scale organic grower's registration fee of \$1,000 is assessed by the State of California on the gross sales amount of \$1,086,944. The gross sales amount is calculated by multiplying the yield of each crop by the price received for each crop and the number of planted acres for each crop. This is only an estimate of potential fees and will vary depending on yields and returns. Contact the County Agricultural Commissioner in your area for further details.

The grower is assumed to be certified by California Certified Organic Farmers (CCOF). Annual membership fees are \$125. Inspection fees are \$125. Assessment fees are .5% of a grower's gross sales and are included as a cost of production. Total CCOF assessments for the farm are \$5,434. These fees are specific to this study. Fees are based on the production amount, the number of acres and parcels contained in an operation as well as whether or not the farm is totally organic. Therefore, individual situations may vary.

Interest. Interest on operating capital is based on cash costs and is calculated monthly until harvest at a nominal interest rate of 9% per year. Interest is also charged on investment at a real interest rate of 4% per year to account for income foregone that could be received from an alternative investment (opportunity cost) and is based on the average value of equipment and any buildings. The real interest rate indicates the return for the use of capital and does not include any adjustment for inflation. Nominal interest rates contain a factor for inflation.

Equipment Costs. In allocating the equipment costs per acre, the following calculations were made and shown in Table 19. Whole Farm Annual Equipment, Investment, and Business Over-head Costs for a Diversified Organic Vegetable Operation: (a) Original Cost of equipment is the cost of the new equipment plus sales tax. (b) Depreciation is straight line with a 10% salvage value. (c) Interest on investment is calculated as the average value per acre of the equipment during its useful life multiplied by a real interest rate of 4%. Average value per acre equals new cost plus salvage value divided by two divided by the number of acres. (d) The Total Investment Costs are calculated as 35% of the depreciation and the interest costs for all new equipment to reflect a mix of the new and used equipment. These values are also used in table type a. All of this equipment is used on the 115 acre vegetable operation.

Fuel and Repair. The fuel and repair cost per acre for each operation in table type a is determined by multiplying the total hourly operating cost for each piece of equipment in Table 20 by the number of hours per acre for that operation. Prices for on-farm delivery of gasoline and diesel are \$0.98 and \$0.71 per gallon, respectively.

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U.C. COOPERATIVE EXTENSION

Table 1a. COSTS PER ACRE TO PRODUCE ORGANIC CABBAGE (GREEN) - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 600.00 50 lb. boxes

Operation	Cash and Labor Costs per Acre						Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Cost	Cost	
Cultural:								
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08		
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89		
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40		
List Beds	0.75	7.84	3.21	0.00	0.00	11.05		
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64		
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26		
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98		
Plant Cabbage	0.75	7.84	3.35	34.60	0.00	45.79		
Irrigate	11.20	92.29	0.00	73.60	0.00	165.89		
Cultivate 3X	1.50	15.68	7.61	0.00	0.00	23.28		
Hand Thin & Weed	20.00	164.80	0.00	0.00	0.00	164.80		
Pest Management	0.20	2.09	0.91	48.26	0.00	51.27		
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48		
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23		
TOTAL CULTURAL COSTS	42.03	362.76	38.32	384.96	24.00	810.04		
Harvest:								
Hand Harvest & Pack	133.00	1095.92	0.00	870.00	0.00	1965.92		
Equipment Use	0.20	2.09	1.12	0.00	0.00	3.21		
Transport to Broker	1.75	67.73	15.20	0.00	0.00	82.93		
TOTAL HARVEST COSTS	134.95	1165.74	16.32	870.00	0.00	2052.06		
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	0.00	0.00	0.00	30.00	0.00	30.00		
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	37.81	0.00	37.81		
Interest on operating capital @ 9.00%						48.60		
TOTAL OPERATING COSTS/ACRE		1528.50	54.64	1292.77	24.00	2948.51		
TOTAL OPERATING COSTS/BOX						4.91		

U.C. COOPERATIVE EXTENSION
ORGANIC CABBAGE (GREEN) - CENTRAL COAST

Table 1a. continued

Operation	Cash and Labor Costs per Acre					Custom/ Rent	Total Cost	Your Cost
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost			Cost	Cost
CASH OVERHEAD:								
Land Rent							359.38	
Office Expense							61.09	
Liability Insurance							1.88	
Sanitation Services							6.19	
Property Taxes							9.79	
Property Insurance							4.90	
Investment Repairs							6.25	

TOTAL CASH OVERHEAD COSTS							449.47	
TOTAL CASH COSTS/ACRE							3397.98	
TOTAL CASH COSTS/BOX							5.66	
NON-CASH OVERHEAD:								
	Per producing	----- Annual Cost -----						
Investment	Acre	Depreciation	Interest @	4.00%				
	-----	-----	-----	-----				
Buildings	62.50	1.88	1.38		3.25			
Fuel Tanks & Pumps	50.63	2.28	1.11		3.39			
Shop Tools	68.75	4.13	1.51		5.64			
Tool Carrier	76.25	3.43	1.68		5.11			
Irrigation Pipe	185.63	16.71	4.08		20.79			
Harvest Bins	117.50	10.57	2.58		13.16			
Irrigation Pipe Trailers	6.25	0.28	0.14		0.42			
Cover Crop	20.35	18.31	0.45		18.76			
Equipment	1192.82	101.89	26.24		128.13			
	-----	-----	-----		-----			
TOTAL NON-CASH OVERHEAD COSTS	1780.67	159.48	39.17		198.65			
TOTAL COSTS/ACRE							3596.63	
TOTAL COSTS/BOX							5.99	

U.C. COOPERATIVE EXTENSION

Table 1b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC CABBAGE (GREEN) - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
\$ 8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:					
Pumped	19.50	acin	4.60	89.70	
Seed:					
Cabbage	0.50	lb	69.20	34.60	
Pest Control:					
Bt - Dipel	0.75	lb	12.87	9.65	
Insecticidal Soap	3.00	qt	12.87	38.61	
Packing Materials:					
Box - Cabbage	600.00	box	1.45	870.00	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	30.00	30.00	
Labor (machine)	7.06	hrs	8.71	98.04	
Labor (non-machine)	173.60	hrs	8.24	1430.46	
Fuel - Gas	11.66	gal	0.98	11.43	
Fuel - Diesel	23.47	gal	0.71	16.66	
Lube				4.22	
Machinery repair				22.28	
Interest on operating capital @	9.00%			48.60	
TOTAL OPERATING COSTS/ACRE				2948.51	
TOTAL OPERATING COSTS/BOX				4.91	

U.C. COOPERATIVE EXTENSION

ORGANIC CABBAGE (GREEN) - CENTRAL COAST

Table 1b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	9.79	
Property Insurance	4.90	
Investment Repairs	6.25	
TOTAL CASH OVERHEAD COSTS/ACRE	449.47	

TOTAL CASH COSTS/ACRE	3397.98	
TOTAL CASH COSTS/BOX	5.66	

NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	128.13	
TOTAL NON-CASH OVERHEAD COSTS/ACRE	198.65	

TOTAL COSTS/ACRE	3596.63	
TOTAL COSTS/BOX	5.99	

=====		

U.C. COOPERATIVE EXTENSION

Table 1c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC CABBAGE (GREEN)
CENTRAL COAST - 1992-1993

Beginning JUN 92	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	TOTAL
Ending MAY 93	92	92	92	92	92	92	92	93	93	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List Beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Plant Cabbage		45.79											45.79
Irrigate		41.47	41.47	41.47	20.74	20.74							165.89
Cultivate 3X		7.76	7.76	7.76									23.28
Hand Thin & Weed			164.80										164.80
Pest Management				51.27									51.27
Rodent Control (Trap)							16.48						16.48
Pickup Use							27.23						27.23
TOTAL CULTURAL COSTS	308.06	102.26	214.03	100.50	20.74	20.74	43.71						810.04
Harvest:													
Hand Harvest & Pack							1965.92						1965.92
Equipment Use							3.21						3.21
Transport to Broker							82.93						82.93
TOTAL HARVEST COSTS							2052.06						2052.06
Assessments:													
Ca. St. Org. Reg. Fees							6.25						6.25
CCOF Inspection Fees							0.78						0.78
CCOF Membership Fees							0.78						0.78
CCOF .5% of Gross Sales							30.00						30.00
TOTAL ASSESSMENT COSTS							37.81						37.81
Interest on oper. capital	2.31	3.08	4.68	5.44	5.59	5.75	21.75						48.60
TOTAL OPERATING COSTS/ACRE	310.37	105.34	218.72	105.94	26.33	26.48	2155.34						2948.51
TOTAL OPERATING COSTS/BOX	0.52	0.18	0.36	0.18	0.04	0.04	3.59						4.91

U.C. COOPERATIVE EXTENSION
 Table 1c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC CABBAGE (GREEN)
 CENTRAL COAST - 1992-1993

Beginning JUN 92	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	TOTAL
Ending MAY 93	92	92	92	92	92	92	92	93	93	93	93	93	

OVERHEAD:													
Land Rent							359.38						359.38
Office Expense	8.73	8.73	8.73	8.73	8.73	8.73	8.73	8.73					61.09
Liability Insurance							1.88						1.88
Sanitation Services							6.19						6.19
Property Taxes							9.79						9.79
Property Insurance							4.90						4.90
Investment Repairs	0.89	0.89	0.89	0.89	0.89	0.89	0.89	0.89					6.25

TOTAL CASH OVERHEAD COSTS	9.62	9.62	9.62	9.62	9.62	9.62	391.75						449.47

TOTAL CASH COSTS/ACRE	319.99	114.96	228.34	115.56	35.95	36.10	2547.08						3397.98
TOTAL CASH COSTS/BOX	0.53	0.19	0.38	0.19	0.06	0.06	4.25						5.66

U.C. COOPERATIVE EXTENSION

Table 2a. COSTS PER ACRE TO PRODUCE ORGANIC CAULIFLOWER - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 800.00 12 count boxes

Operation	Cash and Labor Costs per Acre						Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Cost	Cost	
Cultural:								
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08		
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89		
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40		
List beds	0.75	7.84	3.21	0.00	0.00	11.05		
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64		
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26		
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98		
Transplant Cauliflower	3.00	31.36	19.18	250.90	0.00	301.43		
Transplant/Non-Machine Labor	21.00	173.04	0.00	0.00	0.00	173.04		
Irrigate	8.40	69.22	0.00	62.10	0.00	131.32		
Cultivate 4X	2.00	20.90	10.14	0.00	0.00	31.05		
Hand Weed	24.00	197.76	0.00	0.00	0.00	197.76		
Pest Management	0.20	2.09	0.91	32.17	0.00	35.18		
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48		
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23		
TOTAL CULTURAL COSTS	66.98	574.43	56.68	573.67	24.00	1228.79		
Harvest:								
Hand Cut & Trim	160.00	1318.40	0.00	0.00	0.00	1318.40		
Grade and Pack	160.00	1318.40	0.00	1032.00	0.00	2350.40		
Equipment Use	0.20	2.09	1.12	0.00	0.00	3.21		
Transport to Broker	1.75	84.21	15.20	0.00	0.00	99.41		
TOTAL HARVEST COSTS	321.95	2723.10	16.32	1032.00	0.00	3771.42		
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	0.00	0.00	0.00	56.00	0.00	56.00		
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	63.81	0.00	63.81		
Interest on operating capital @ 9.00%						80.73		
TOTAL OPERATING COSTS/ACRE		3297.53	73.00	1669.49	24.00	5144.75		
TOTAL OPERATING COSTS/BOX						6.43		

U.C. COOPERATIVE EXTENSION

ORGANIC CAULIFLOWER - CENTRAL COAST

Table 2a. continued

		----- Cash and Labor Costs Per Acre -----			Total	Your
					Cost	Cost
CASH OVERHEAD:						
Land Rent					359.38	
Office Expense					61.09	
Liability Insurance					1.88	
Sanitation Services					6.19	
Property Taxes					12.03	
Property Insurance					6.02	
Investment Repairs					6.25	

TOTAL CASH OVERHEAD COSTS					452.83	

TOTAL CASH COSTS/ACRE					5597.58	

TOTAL CASH COSTS/BOX					7.00	
NON-CASH OVERHEAD:						
	Per producing	----- Annual Cost -----				
Investment	Acre	Depreciation	Interest @	4.00%		
-----	-----	-----	-----	-----		
Buildings	62.50	1.88	1.38		3.25	
Fuel Tanks & Pumps	50.63	2.28	1.11		3.39	
Shop Tools	68.75	4.13	1.51		5.64	
Tool Carrier	76.25	3.43	1.68		5.11	
Irrigation Pipe	185.63	16.71	4.08		20.79	
Harvest Bins	117.50	10.57	2.58		13.16	
Irrigation Pipe Trailers	6.25	0.28	0.14		0.42	
Cover Crop	20.35	18.31	0.45		18.76	
Equipment	1599.94	142.05	35.20		177.24	

TOTAL NON-CASH OVERHEAD COSTS	2187.79	199.63	48.13		247.76	

TOTAL COSTS/ACRE					5845.34	

TOTAL COSTS/BOX					7.31	

U.C. COOPERATIVE EXTENSION

Table 2b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC CAULIFLOWER - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:					
Pumped	17.00	acin	4.60	78.20	
Transplant:					
Cauliflower	13.00	thou	19.30	250.90	
Pest Control:					
Bt - Dipel	1.00	lb	12.87	12.87	
Insecticidal Soap	1.50	qt	12.87	19.30	
Packing Materials:					
Box - Cauliflower	800.00	box	1.29	1032.00	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	56.00	56.00	
Labor (machine)	10.36	hrs	8.71	126.78	
Labor (non-machine)	384.80	hrs	8.24	3170.75	
Fuel - Gas	11.66	gal	0.98	11.43	
Fuel - Diesel	32.81	gal	0.71	23.29	
Lube				5.22	
Machinery repair				33.01	
Interest on operating capital @	9.00%			80.73	
TOTAL OPERATING COSTS/ACRE				5144.75	
TOTAL OPERATING COSTS/BOX				6.43	

U.C. COOPERATIVE EXTENSION

ORGANIC CAULIFLOWER - CENTRAL COAST

Table 2b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	12.03	
Property Insurance	6.02	
Investment Repairs	6.25	
TOTAL CASH OVERHEAD COSTS/ACRE	452.83	
TOTAL CASH COSTS/ACRE	5597.58	
TOTAL CASH COSTS/BOX	7.00	
NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	177.24	
TOTAL NON-CASH OVERHEAD COSTS/ACRE	247.76	
TOTAL COSTS/ACRE	5845.34	
TOTAL COSTS/BOX	7.31	

U.C. COOPERATIVE EXTENSION

Table 2c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC CAULIFLOWER
CENTRAL COAST - 1992-1993

Beginning SEP 92	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	TOTAL
Ending AUG 93	92	92	92	92	93	93	93	93	93	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Transplant Cauliflower		301.43											301.43
Transplant/Non-Machine Labor		173.04											173.04
Irrigate		43.77	21.89	21.89	21.89	21.89							131.32
Cultivate 4X		7.76	7.76	7.76	7.76								31.05
Hand Weed			197.76										197.76
Pest Management				35.18									35.18
Rodent Control (Trap)							16.48						16.48
Pickup Use							27.23						27.23
TOTAL CULTURAL COSTS	308.06	533.25	227.41	64.83	29.65	21.89	43.71						1228.79
Harvest:													
Hand Cut & Trim							1318.40						1318.40
Grade and Pack							2350.40						2350.40
Equipment Use							3.21						3.21
Transport to Broker							99.41						99.41
TOTAL HARVEST COSTS							3771.42						3771.42
Assessments:													
Ca. St. Org. Reg. Fees							6.25						6.25
CCOF Inspection Fees							0.78						0.78
CCOF Membership Fees							0.78						0.78
CCOF .5% of Gross Sales							56.00						56.00
TOTAL ASSESSMENT COSTS							63.81						63.81

U.C. COOPERATIVE EXTENSION
 MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC CAULIFLOWER
 CENTRAL COAST - 1992-1993
 Table 2c. Continued

Beginning SEP 92	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	TOTAL
Ending AUG 93	92	92	92	92	93	93	93	93	93	93	93	93	
Interest on oper. capital	2.31	6.31	8.02	8.50	8.72	8.89	37.98						80.73
TOTAL OPERATING COSTS/ACRE	310.37	539.56	235.42	73.33	38.37	30.77	3916.93						5144.75
TOTAL OPERATING COSTS/BOX	0.39	0.67	0.29	0.09	0.05	0.04	4.90						6.43
OVERHEAD:													
Land Rent							359.38						359.38
Office Expense	8.73	8.73	8.73	8.73	8.73	8.73	8.73						61.09
Liability Insurance							1.88						1.88
Sanitation Services							6.19						6.19
Property Taxes				12.03									12.03
Property Insurance				6.02									6.02
Investment Repairs	0.89	0.89	0.89	0.89	0.89	0.89	0.89						6.25
TOTAL CASH OVERHEAD COSTS	9.62	9.62	9.62	27.67	9.62	9.62	377.06						452.83
TOTAL CASH COSTS/ACRE	319.99	549.18	245.04	101.00	47.99	40.39	4293.98						5597.58
TOTAL CASH COSTS/BOX	0.40	0.69	0.31	0.13	0.06	0.05	5.37						7.00

U.C. COOPERATIVE EXTENSION

Table 3a. COSTS PER ACRE TO PRODUCE ORGANIC CUCUMBERS - OPERATIONS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 900.00 24 lb. boxes

=====							
	Operation	Cash and Labor Costs per Acre					
	Time	Labor	Fuel &	Material	Custom/	Total	Your
Operation	(Hrs/A)	Cost	Repairs	Cost	Rent	Cost	Cost
Cultural:							
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08	
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89	
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40	
List beds	0.75	7.84	3.21	0.00	0.00	11.05	
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64	
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26	
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98	
Plant Cucumber	0.75	7.84	3.39	128.70	0.00	139.93	
Irrigate	9.80	80.75	0.00	50.60	0.00	131.35	
Cultivate 3X	1.50	15.68	7.61	0.00	0.00	23.28	
Hand Thin & Weed	21.25	175.10	0.00	0.00	0.00	175.10	
Hand Weed	9.15	75.40	0.00	0.00	0.00	75.40	
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48	
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23	

TOTAL CULTURAL COSTS	50.83	434.83	37.44	407.80	24.00	904.07	
Harvest:							
Field Harvest/Non-Machine Labor	140.00	1153.60	0.00	0.00	0.00	1153.60	
Grade & Pack	140.00	1153.60	0.00	819.00	0.00	1972.60	
Equipment Use	0.20	2.09	1.12	0.00	0.00	3.21	
Transport to Broker	1.75	92.45	15.20	0.00	0.00	107.65	

TOTAL HARVEST COSTS	281.95	2401.74	16.32	819.00	0.00	3237.06	
Assessments:							
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25	
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78	
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78	
CCOF .5% of Gross Sales	0.00	0.00	0.00	27.00	0.00	27.00	

TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	34.81	0.00	34.81	

U.C. COOPERATIVE EXTENSION
 ORGANIC CUCUMBERS - CENTRAL COAST
 Table 3a. continued

Operation	Cash and Labor Costs per Acre					Custom/ Rent	Total Cost	Your Cost
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost				
Interest on operating capital @ 9.00%							44.80	
TOTAL OPERATING COSTS/ACRE		2836.57	53.76	1261.61	24.00		4220.75	
TOTAL OPERATING COSTS/BOX							4.69	
CASH OVERHEAD:								
Land Rent							359.38	
Office Expense							61.09	
Liability Insurance							1.88	
Sanitation Services							6.19	
Property Taxes							9.57	
Property Insurance							4.79	
Investment Repairs							<u>6.25</u>	
TOTAL CASH OVERHEAD COSTS							449.14	
TOTAL CASH COSTS/ACRE							4669.89	
TOTAL CASH COSTS/BOX							5.19	
NON-CASH OVERHEAD:								
	Per producing <u>Acre</u>		<u>Depreciation</u>		<u>Interest @ 4.00%</u>			
Buildings	62.50		1.88		1.38		3.25	
Fuel Tanks & Pumps	50.63		2.28		1.11		3.39	
Shop Tools	68.75		4.13		1.51		5.64	
Tool Carrier	76.25		3.43		1.68		5.11	
Irrigation Pipe	185.63		16.71		4.08		20.79	
Harvest Bins	117.50		10.57		2.58		13.16	
Irrigation Pipe Trailers	6.25		0.28		0.14		0.42	
Cover Crop	20.35		18.31		0.45		18.76	
Equipment	1152.59		97.05		25.36		122.40	
TOTAL NON-CASH OVERHEAD COSTS	1740.44		154.63		38.29		192.92	
TOTAL COSTS/ACRE							4862.81	
TOTAL COSTS/BOX							5.40	

U.C. COOPERATIVE EXTENSION

Table 3b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC CUCUMBERS - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor		Interest Rate: 9.00%			
\$ 8.24/hr. non-machine labor					
=====					
	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost

OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:					
Pumped	14.50	acin	4.60	66.70	
Seed:					
Cucumber	3.00	lb	42.90	128.70	
Packing Materials:					
Box - Cucumbers	900.00	box	0.91	819.00	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	27.00	27.00	
Labor (machine)	6.82	hrs	8.71	95.95	
Labor (non-machine)	332.60	hrs	8.24	2740.62	
Fuel - Gas	11.66	gal	0.98	11.43	
Fuel - Diesel	23.47	gal	0.71	16.66	
Lube				4.22	
Machinery repair				21.41	
Interest on operating capital @ 9.00%				44.80	

TOTAL OPERATING COSTS/ACRE				4220.75	
TOTAL OPERATING COSTS/BOX				4.69	

U.C. COOPERATIVE EXTENSION

ORGANIC CUCUMBERS - CENTRAL COAST

Table 3b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	9.57	
Property Insurance	4.79	
Investment Repairs	6.25	
TOTAL CASH OVERHEAD COSTS/ACRE	449.14	
TOTAL CASH COSTS/ACRE	4669.89	
TOTAL CASH COSTS/BOX	5.19	
NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	122.40	
TOTAL NON-CASH OVERHEAD COSTS/ACRE	192.92	
TOTAL COSTS/ACRE	4862.81	
TOTAL COSTS/BOX	5.40	

U.C. COOPERATIVE EXTENSION
 Table 3c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC CUCUMBERS
 CENTRAL COAST - 1992-1993

Beginning MAY 92	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	TOTAL
Ending APR 93	92	92	92	92	92	92	92	92	93	93	93	93	
Cultural:Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Plant Cucumber		139.93											139.93
Irrigate		36.87	56.69	37.79									131.35
Cultivate 3X		7.76	7.76	7.76									23.28
Hand Thin & Weed		175.10											175.10
Hand Weed			75.40										75.40
Rodent Control (Trap)				16.48									16.48
Pickup Use				27.23									27.23
TOTAL CULTURAL COSTS	308.06	366.90	139.85	89.27									904.07
Harvest:Field Harvest/Non-Machine				1153.60									1153.60
Grade & Pack				1972.60									1972.60
Equipment Use				3.21									3.21
Transport to Broker				107.65									107.65
TOTAL HARVEST COSTS				3237.06									3237.06
Assessments: Ca. St. Org. Reg. Fees				6.25									6.25
CCOF Inspection Fees				0.78									0.78
CCOF Membership Fees				0.78									0.78
CCOF .5% of Gross Sales				27.00									27.00
TOTAL ASSESSMENT COSTS				34.81									34.81
Interest on oper. capital	2.31	5.06	6.11	31.32									44.80
TOTAL OPERATING COSTS/ACRE	310.37	371.97	145.96	3392.46									4220.75
TOTAL OPERATING COSTS/BOX	0.34	0.41	0.16	3.77									4.69
OVERHEAD:Land Rent				359.38									359.38
Office Expense	15.27	15.27	15.27	15.27									61.09
Liability Insurance				1.88									1.88
Sanitation Services				6.19									6.19
Property Taxes								9.57					9.57
Property Insurance								4.79					4.79
Investment Repairs	1.56	1.56	1.56	1.56									6.25
TOTAL CASH OVERHEAD COSTS	16.84	16.84	16.84	384.27				14.36					449.14
TOTAL CASH COSTS/ACRE	327.21	388.80	162.79	3776.73				14.36					4669.89
TOTAL CASH COSTS/BOX	0.36	0.43	0.18	4.20				0.02					5.19

U.C. COOPERATIVE EXTENSION

Table 4a. COSTS PER ACRE TO PRODUCE ORGANIC GARLIC - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 330.00 30 lb. boxes

Operation	Cash and Labor Costs per Acre						Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Total Cost	Cost	
Cultural:								
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08		
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89		
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40		
List Beds	0.75	7.84	3.21	0.00	0.00	11.05		
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64		
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26		
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98		
Open Planting Furrow	0.33	3.48	1.43	0.00	0.00	4.91		
Hand Plant Garlic	50.00	412.00	0.00	970.00	0.00	1382.00		
Close Planting Furrow	0.33	3.48	1.43	0.00	0.00	4.91		
Roll Beds	0.25	2.61	0.97	0.00	0.00	3.59		
Irrigate	7.00	57.68	0.00	50.60	0.00	108.28		
Preemergence Flame Weed Control	0.50	10.45	9.30	15.00	0.00	34.75		
Cultivate 7X	3.50	36.58	17.75	0.00	0.00	54.33		
Postemergence Flame Weed Control	0.50	10.45	9.30	15.00	0.00	34.75		
Hand Weed	18.50	152.44	0.00	0.00	0.00	152.44		
Foliar Feed	0.60	6.27	2.74	48.69	0.00	57.70		
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48		
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23		
TOTAL CULTURAL COSTS	89.90	775.52	69.36	1327.79	24.00	2196.67		
Harvest:								
Windrow Garlic	0.00	0.00	0.00	0.00	495.00	495.00		
Top/Trim Roots & Bag Garlic	120.00	988.80	0.00	3.30	0.00	992.10		
Grade & Pack	325.00	2678.00	0.00	231.00	0.00	2909.00		
Transport to Broker	1.75	31.89	15.20	0.00	0.00	47.09		
TOTAL HARVEST COSTS	446.75	3698.69	15.20	234.30	495.00	4443.19		

U.C. COOPERATIVE EXTENSION
 COSTS PER ACRE TO PRODUCE ORGANIC GARLIC - OPERATIONS
 CENTRAL COAST - 1992-1993
 Table 4a. Continued

Operation	Cash and Labor Costs per Acre							
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Total Cost	Your Cost	
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>82.50</u>	<u>0.00</u>	<u>82.50</u>		
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	90.31	0.00	90.31		
Interest on operating capital @ 9.00%						171.97		
TOTAL OPERATING COSTS/ACRE		4474.21	84.56	1652.40	519.00	6902.14		
TOTAL OPERATING COSTS/BOX						20.92		
CASH OVERHEAD:								
Land Rent						359.38		
Office Expense						61.09		
Liability Insurance						1.88		
Sanitation Services						6.19		
Property Taxes						11.23		
Property Insurance						5.61		
Investment Repairs						6.25		
TOTAL CASH OVERHEAD COSTS						451.63		
TOTAL CASH COSTS/ACRE						7353.77		
TOTAL CASH COSTS/BOX						22.28		
NON-CASH OVERHEAD:								
	Per producing	Annual Cost						
<u>Investment</u>	<u>Acre</u>	<u>Depreciation</u>	<u>Interest @</u>	<u>4.00%</u>				
Buildings	62.50	1.88	1.38		3.25			
Fuel Tanks & Pumps	50.63	2.28	1.11		3.39			
Shop Tools	68.75	4.13	1.51		5.64			
Tool Carrier	76.25	3.43	1.68		5.11			
Irrigation Pipe	185.63	16.71	4.08		20.79			
Harvest Bins	117.50	10.57	2.58		13.16			
Irrigation Pipe Trailers	6.25	0.28	0.14		0.42			
Cover Crop	20.35	18.31	0.45		18.76			
Equipment	<u>1453.84</u>	<u>122.64</u>	<u>31.98</u>		<u>154.63</u>			
TOTAL NON-CASH OVERHEAD COSTS	2041.69	180.23	44.92		225.14			
TOTAL COSTS/ACRE						7578.91		
TOTAL COSTS/BOX						22.97		

U.C. COOPERATIVE EXTENSION

Table 4b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC GARLIC - INPUTS

CENTRAL COAST - 1992-1993

Labor Rate: \$8.71/hr. machine labor Interest Rate: 9.00%
 \$8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:Pumped	14.50	acin	4.60	66.70	
Seed: Garlic	1000.00	lb	0.97	970.00	
Miscellaneous:					
Propane	24.00	gal	1.25	30.00	
Foliar Nutrients:					
Fish Fertilizer	9.00	lb	2.07	18.63	
Corn Calcium	3.00	qt	1.45	4.35	
Kelp Extract	2.25	lb	5.96	13.41	
Omega 2-7-7	3.00	pint	3.22	9.66	
Spreader/Sticker:					
Therm X (Yucca Extract)	6.00	oz	0.44	2.64	
Contract:					
Windrow Garlic	330.00	box	1.50	495.00	
Harvest Materials:					
Bag - Cure Garlic	330.00	each	0.01	3.30	
Packing Materials:					
Box - Garlic	330.00	each	0.70	231.00	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	82.50	82.50	
Labor (machine)	12.30	hrs	8.71	143.67	
Labor (non-machine)	525.55	hrs	8.24	4330.53	
Fuel - Gas	24.86	gal	0.98	24.36	
Fuel - Diesel	36.10	gal	0.71	25.63	
Lube				7.51	
Machinery repair				27.01	
Interest on operating capital @ 9.00%				<u>171.97</u>	
TOTAL OPERATING COSTS/ACRE				6902.14	
TOTAL OPERATING COSTS/BOX				20.92	

U.C. COOPERATIVE EXTENSION
 ORGANIC GARLIC - CENTRAL COAST
 Table 4b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	11.23	
Property Insurance	5.61	
Investment Repairs	6.25	

TOTAL CASH OVERHEAD COSTS/ACRE	451.63	
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TOTAL CASH COSTS/ACRE	7353.77	
TOTAL CASH COSTS/BOX	22.28	
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NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	154.63	

TOTAL NON-CASH OVERHEAD COSTS/ACRE	225.14	
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TOTAL COSTS/ACRE	7578.91	
TOTAL COSTS/BOX	22.97	
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U.C. COOPERATIVE EXTENSION

Table 4c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC GARLIC - CENTRAL COAST - 1992-1993

Beginning OCT 92	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
Ending SEP 93	92	92	92	93	93	93	93	93	93	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List Beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Open Planting Furrow		4.91											4.91
Hand Plant Garlic		1382.00											1382.00
Close Planting Furrow		4.91											4.91
Roll Beds		3.59											3.59
Irrigate		25.34	20.74				20.74	20.74	20.74				108.28
Preemerg.Flame Weed Control		34.75											34.75
Cultivate 7X			15.52	15.52			7.76	7.76	7.76				54.33
Postemerg.Flame Weed Control			34.75										34.75
Hand Weed				70.04	41.20	41.20							152.44
Foliar Feed						19.23	19.23	19.23					57.70
Rodent Control (Trap)										16.48			16.48
Pickup Use										27.23			27.23
<hr/>													
TOTAL CULTURAL COSTS	308.06	1462.73	71.01	85.56	41.20	60.43	47.73	47.73	28.50	43.71			2196.67
<hr/>													
Harvest:													
Windrow Garlic										495.00			495.00
Top/Trim Roots & Bag Garlic										992.10			992.10
Grade & Pack										2909.00			2909.00
Transport to Broker										47.09			47.09
<hr/>													
TOTAL HARVEST COSTS										4443.19			4443.19
<hr/>													
Assessments:													
Ca. St. Org. Reg. Fees										6.25			6.25
CCOF Inspection Fees										0.78			0.78
CCOF Membership Fees										0.78			0.78
CCOF .5% of Gross Sales										82.50			82.50
<hr/>													
TOTAL ASSESSMENT COSTS										90.31			90.31

U.C. COOPERATIVE EXTENSION
 MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC GARLIC - CENTRAL COAST - 1992-1993
 Table 4c. Continued

Interest on oper. capital	2.31	13.28	13.81	14.46	14.76	15.22	15.58	15.93	16.15	50.48	171.97
TOTAL OPERATING COSTS/ACRE	310.37	1476.01	84.82	100.02	55.96	75.65	63.31	63.67	44.64	4627.69	6902.14
TOTAL OPERATING COSTS/BOX	0.94	4.47	0.26	0.30	0.17	0.23	0.19	0.19	0.14	14.02	20.92
OVERHEAD:											
Land Rent										359.38	359.38
Office Expense	6.11	6.11	6.11	6.11	6.11	6.11	6.11	6.11	6.11	6.11	61.09
Liability Insurance										1.88	1.88
Sanitation Services										6.19	6.19
Property Taxes			11.23								11.23
Property Insurance			5.61								5.61
Investment Repairs	0.63	0.63	0.63	0.63	0.63	0.63	0.63	0.63	0.63	0.63	6.25
TOTAL CASH OVERHEAD COSTS	6.73	6.73	23.58	6.73	6.73	6.73	6.73	6.73	6.73	374.17	451.63
TOTAL CASH COSTS/ACRE	317.10	1482.75	108.40	106.75	62.70	82.39	70.04	70.40	51.38	5001.86	7353.77
TOTAL CASH COSTS/BOX	0.96	4.49	0.33	0.32	0.19	0.25	0.21	0.21	0.16	15.16	22.28

U.C. COOPERATIVE EXTENSION

Table 5a. COSTS PER ACRE TO PRODUCE ORGANIC LETTUCE (LEAF) - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 575.00 24 count boxes

Operation	Cash and Labor Costs per Acre						Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Cost	Cost	
Cultural:								
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08		
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89		
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40		
List Beds	0.75	7.84	3.21	0.00	0.00	11.05		
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64		
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26		
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98		
Plant Lettuce	0.75	7.84	3.35	80.00	0.00	91.19		
Irrigate	5.60	46.14	0.00	64.40	0.00	110.54		
Cultivate 2X	1.00	10.45	5.07	0.00	0.00	15.52		
Hand Thin & Weed	18.30	150.79	0.00	0.00	0.00	150.79		
Foliar Feed	0.20	2.09	0.91	16.23	0.00	19.23		
Pest Management	0.20	2.09	0.91	32.17	0.00	35.18		
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48		
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23		
TOTAL CULTURAL COSTS	34.43	299.47	36.69	421.31	24.00	781.47		
Harvest:								
Hand Cut & Pack	96.00	791.04	0.00	649.75	0.00	1440.79		
Equipment Use	0.20	2.09	1.12	0.00	0.00	3.21		
Transport to Broker	1.75	65.67	15.20	0.00	0.00	80.87		
TOTAL HARVEST COSTS	97.95	858.80	16.32	649.75	0.00	1524.87		
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	0.00	0.00	0.00	18.69	0.00	18.69		
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	26.50	0.00	26.50		
Interest on operating capital @ 9.00%							29.58	
TOTAL OPERATING COSTS/ACRE		1158.28	53.02	1097.56	24.00	2362.43		
TOTAL OPERATING COSTS/BOX							4.11	

U.C. COOPERATIVE EXTENSION
ORGANIC LETTUCE (LEAF) - CENTRAL COAST

Table 5a. continued

Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Total Cost	Your Cost
CASH OVERHEAD:							
Land Rent						359.38	
Office Expense						61.09	
Liability Insurance						1.88	
Sanitation Services						6.19	
Property Taxes						9.62	
Property Insurance						4.81	
Investment Repairs						6.25	

TOTAL CASH OVERHEAD COSTS						449.21	
TOTAL CASH COSTS/ACRE						2811.64	
TOTAL CASH COSTS/BOX						4.89	
NON-CASH OVERHEAD:							
	Per producing Acre		----- Depreciation	----- Interest @	4.00%		
-----	-----		-----	-----			
Buildings	62.50		1.88	1.38		3.25	
Fuel Tanks & Pumps	50.63		2.28	1.11		3.39	
Shop Tools	68.75		4.13	1.51		5.64	
Tool Carrier	76.25		3.43	1.68		5.11	
Irrigation Pipe	185.63		16.71	4.08		20.79	
Harvest Bins	117.50		10.57	2.58		13.16	
Irrigation Pipe Trailers	6.25		0.28	0.14		0.42	
Cover Crop	20.35		18.31	0.45		18.76	
Equipment	1161.69		100.00	25.56		125.56	

TOTAL NON-CASH OVERHEAD COSTS	1749.54		157.59	38.49		196.08	
TOTAL COSTS/ACRE						3007.72	
TOTAL COSTS/BOX						5.23	

U.C. COOPERATIVE EXTENSION

Table 5b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC LETTUCE (LEAF) - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$8.71/hr. machine labor Interest Rate: 9.00%
\$8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:					
Pumped	17.50	acin	4.60	80.50	
Seed:					
Lettuce - Leaf	100.00	thou	0.80	80.00	
Foliar Nutrients:					
Fish Fertilizer	3.00	lb	2.07	6.21	
Corn Calcium	1.00	qt	1.45	1.45	
Kelp Extract	0.75	lb	5.96	4.47	
Omega 2-7-7	1.00	pint	3.22	3.22	
Spreader/Sticker:					
Therm X (Yucca Extract)	2.00	oz	0.44	0.88	
Pest Control:					
Bt - Dipel	1.00	lb	12.87	12.87	
Insecticidal Soap	1.50	qt	12.87	19.30	
Packing Materials:					
Box - Leaf Lettuce	575.00	box	1.13	649.75	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF .5% of Gross Sales	1.00	acre	18.69	18.69	
Labor (machine)	6.70	hrs	8.71	94.90	
Labor (non-machine)	129.05	hrs	8.24	1063.37	
Fuel - Gas	11.66	gal	0.98	11.43	
Fuel - Diesel	22.06	gal	0.71	15.66	
Lube				4.07	
Machinery repair				21.81	
Interest on operating capital @ 9.00%				<u>29.58</u>	
TOTAL OPERATING COSTS/ACRE				2362.43	
TOTAL OPERATING COSTS/BOX				4.11	

U.C. COOPERATIVE EXTENSION

ORGANIC LETTUCE (LEAF) - CENTRAL COAST

Table 5b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	9.62	
Property Insurance	4.81	
Investment Repairs	6.25	

TOTAL CASH OVERHEAD COSTS/ACRE	449.21	
<hr/>		
TOTAL CASH COSTS/ACRE	2811.64	
TOTAL CASH COSTS/BOX	4.89	
NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	125.56	

TOTAL NON-CASH OVERHEAD COSTS/ACRE	196.08	
<hr/>		
TOTAL COSTS/ACRE	3007.72	
TOTAL COSTS/BOX	5.23	
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U.C. COOPERATIVE EXTENSION

Table 5c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC LETTUCE (LEAF)
CENTRAL COAST - 1992-1993

Beginning JAN 93	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Ending DEC 93	93	93	93	93	93	93	93	93	93	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List Beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Plant Lettuce		91.19											91.19
Irrigate		27.64	55.27	27.64									110.54
Cultivate 2X		7.76	7.76										15.52
Hand Thin & Weed		150.79											150.79
Foliar Feed			19.23										19.23
Pest Management			35.18										35.18
Rodent Control (Trap)				16.48									16.48
Pickup Use				27.23									27.23
TOTAL CULTURAL COSTS	308.06	284.62	117.45	71.35									781.47
Harvest:													
Hand Cut & Pack				1440.79									1440.79
Equipment Use				3.21									3.21
Transport to Broker				80.87									80.87
TOTAL HARVEST COSTS				1524.87									1524.87
Assessments:													
Ca. St. Org. Reg. Fees				6.25									6.25
CCOF Inspection Fees				0.78									0.78
CCOF Membership Fees				0.78									0.78
CCOF .5% of Gross Sales				18.69									18.69
TOTAL ASSESSMENT COSTS				26.50									26.50

U.C. COOPERATIVE EXTENSION

MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC LETTUCE (LEAF)

Table 5c. Continued

Interest on oper. capital	2.31	4.45	5.33	17.50			29.58

TOTAL OPERATING COSTS/ACRE	310.37	289.06	122.77	1640.22			2362.43
TOTAL OPERATING COSTS/BOX	0.54	0.50	0.21	2.85			4.11

OVERHEAD:							
Land Rent				359.38			359.38
Office Expense	15.27	15.27	15.27	15.27			61.09
Liability Insurance				1.88			1.88
Sanitation Services				6.19			6.19
Property Taxes						9.62	9.62
Property Insurance						4.81	4.81
Investment Repairs	1.56	1.56	1.56	1.56			6.25

TOTAL CASH OVERHEAD COSTS	16.84	16.84	16.84	384.27		14.43	449.21

TOTAL CASH COSTS/ACRE	327.21	305.90	139.61	2024.49		14.43	2811.64
TOTAL CASH COSTS/BOX	0.57	0.53	0.24	3.52		0.03	4.89
=====							

U.C. COOPERATIVE EXTENSION

Table 6a. COSTS PER ACRE TO PRODUCE ORGANIC LETTUCE (ROMAINE) - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 525.00 24 count boxes

=====								
	Operation	Cash and Labor Costs per Acre						
	Time	Labor	Fuel &	Material	Custom/	Total	Your	
Operation	(Hrs/A)	Cost	Repairs	Cost	Rent	Cost	Cost	
Cultural:								
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08		
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89		
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40		
List Beds	0.75	7.84	3.21	0.00	0.00	11.05		
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64		
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26		
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98		
Plant Lettuce	0.75	7.84	3.35	107.00	0.00	118.19		
Irrigate	5.60	46.14	0.00	64.40	0.00	110.54		
Cultivate 2X	1.00	10.45	5.07	0.00	0.00	15.52		
Hand Thin & Weed	18.30	150.79	0.00	0.00	0.00	150.79		
Foliar Feed	0.20	2.09	0.91	16.23	0.00	19.23		
Pest Management	0.20	2.09	0.91	32.17	0.00	35.18		
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48		
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23		

TOTAL CULTURAL COSTS	34.43	299.47	36.69	448.31	24.00	808.47		
Harvest:								
Hand Cut & Pack	87.50	721.00	0.00	761.25	0.00	1482.25		
Equipment Use	0.20	2.09	1.12	0.00	0.00	3.21		
Transport to Broker	1.75	61.55	15.20	0.00	0.00	76.75		

TOTAL HARVEST COSTS	89.45	784.64	16.32	761.25	0.00	1562.21		
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	0.00	0.00	0.00	18.38	0.00	18.38		

TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	26.19	0.00	26.19		

U.C. COOPERATIVE EXTENSION
ORGANIC LETTUCE (ROMAINE) - CENTRAL COAST

Table 6a. continued

Assessments:						
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78
CCOF .5% of Gross Sales	0.00	0.00	0.00	18.38	0.00	18.38
	-----	-----	-----	-----	-----	-----
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	26.19	0.00	26.19
Interest on operating capital @ 9.00%						30.46
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TOTAL OPERATING COSTS/ACRE		1084.12	53.02	1235.75	24.00	2427.34
TOTAL OPERATING COSTS/BOX						4.62
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CASH OVERHEAD:						
Land Rent						359.38
Office Expense						61.09
Liability Insurance						1.88
Sanitation Services						6.19
Property Taxes						9.62
Property Insurance						4.81
Investment Repairs						6.25

TOTAL CASH OVERHEAD COSTS						449.21
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TOTAL CASH COSTS/ACRE						2876.56
TOTAL CASH COSTS/BOX						5.48
<hr/>						
NON-CASH OVERHEAD:						
	Per producing		----- Annual Cost -----			
Investment	Acre		Depreciation	Interest @	4.00%	
	-----		-----	-----	-----	
Buildings	62.50		1.88	1.38		3.25
Fuel Tanks & Pumps	50.63		2.28	1.11		3.39
Shop Tools	68.75		4.13	1.51		5.64
Tool Carrier	76.25		3.43	1.68		5.11
Irrigation Pipe	185.63		16.71	4.08		20.79
Harvest Bins	117.50		10.57	2.58		13.16
Irrigation Pipe Trailers	6.25		0.28	0.14		0.42
Cover Crop	20.35		18.31	0.45		18.76
Equipment	1161.69		100.00	25.56		125.56
	-----		-----	-----		-----
TOTAL NON-CASH OVERHEAD COSTS	1749.54		157.59	38.49		196.08
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TOTAL COSTS/ACRE						3072.63
TOTAL COSTS/BOX						5.85
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U.C. COOPERATIVE EXTENSION

Table 6b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC LETTUCE (ROMAINE) - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
\$ 8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:					
Pumped	17.50	acin	4.60	80.50	
Seed:					
Lettuce - Romaine	100.00	thou	1.07	107.00	
Foliar Nutrients:					
Fish Fertilizer	3.00	lb	2.07	6.21	
Corn Calcium	1.00	qt	1.45	1.45	
Kelp Extract	0.75	lb	5.96	4.47	
Omega 2-7-7	1.00	pint	3.22	3.22	
Spreader/Sticker:					
Therm X (Yucca Extract)	2.00	oz	0.44	0.88	
Pest Control:					
Bt - Dipel	1.00	lb	12.87	12.87	
Insecticidal Soap	1.50	qt	12.87	19.30	
Packing Materials:					
Box - Romaine Lettuce	525.00	box	1.45	761.25	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	18.38	18.38	
Labor (machine)	6.70	hrs	8.71	94.90	
Labor (non-machine)	120.05	hrs	8.24	989.21	
Fuel - Gas	11.66	gal	0.98	11.43	
Fuel - Diesel	22.06	gal	0.71	15.66	
Lube				4.07	
Machinery repair				21.81	
Interest on operating capital @ 9.00%				<u>30.46</u>	
TOTAL OPERATING COSTS/ACRE				2427.34	
TOTAL OPERATING COSTS/BOX				4.62	

U.C. COOPERATIVE EXTENSION

ORGANIC LETTUCE (ROMAINE) - CENTRAL COAST

Table 6b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	9.62	
Property Insurance	4.81	
Investment Repairs	6.25	

TOTAL CASH OVERHEAD COSTS/ACRE	449.21	
TOTAL CASH COSTS/ACRE	2876.56	
TOTAL CASH COSTS/BOX	5.48	
NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	125.56	

TOTAL NON-CASH OVERHEAD COSTS/ACRE	196.08	
TOTAL COSTS/ACRE	3072.63	
TOTAL COSTS/BOX	5.85	

U.C. COOPERATIVE EXTENSION

Table 6c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC LETTUCE (ROMAINE)
CENTRAL COAST - 1992-1993

Beginning JAN 93	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
Ending DEC 93	93	93	93	93	93	93	93	93	93	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List Beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Plant Lettuce		118.19											118.19
Irrigate		27.64	55.27	27.64									110.54
Cultivate 2X		7.76	7.76										15.52
Hand Thin & Weed		150.79											150.79
Foliar Feed			19.23										19.23
Pest Management			35.18										35.18
Rodent Control (Trap)				16.48									16.48
Pickup Use				27.23									27.23
TOTAL CULTURAL COSTS	308.06	311.62	117.45	71.35									808.47
Harvest:													
Hand Cut & Pack				1482.25									1482.25
Equipment Use				3.21									3.21
Transport to Broker				76.75									76.75
TOTAL HARVEST COSTS				1562.21									1562.21
Assessments:													
Ca. St. Org. Reg. Fees				6.25									6.25
CCOF Inspection Fees				0.78									0.78
CCOF Membership Fees				0.78									0.78
CCOF .5% of Gross Sales				18.38									18.38
TOTAL ASSESSMENT COSTS				26.19									26.19

U.C. COOPERATIVE EXTENSION

MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC LETTUCE (ROMAINE)
Table 6c. Continued

Interest on oper. capital	2.31	4.65	5.53	17.98			30.46
<hr/>							
TOTAL OPERATING COSTS/ACRE	310.37	316.27	122.98	1677.73			2427.34
TOTAL OPERATING COSTS/BOX	0.59	0.60	0.23	3.20			4.62
<hr/>							
OVERHEAD:							
Land Rent				359.38			359.38
Office Expense	15.27	15.27	15.27	15.27			61.09
Liability Insurance				1.88			1.88
Sanitation Services				6.19			6.19
Property Taxes						9.62	9.62
Property Insurance						4.81	4.81
Investment Repairs	1.56	1.56	1.56	1.56			6.25
<hr/>							
TOTAL CASH OVERHEAD COSTS	16.84	16.84	16.84	384.27		14.43	449.21
<hr/>							
TOTAL CASH COSTS/ACRE	327.21	333.10	139.81	2062.00		14.43	2876.56
TOTAL CASH COSTS/BOX	0.62	0.63	0.27	3.93		0.03	5.48
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U.C. COOPERATIVE EXTENSION

Table 7a. COSTS PER ACRE TO PRODUCE ORGANIC ONIONS (RED) - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 750.00 40 lb. boxes

Operation	Cash and Labor Costs per Acre						Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Cost	Cost	
Cultural:								
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08		
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89		
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40		
List beds	0.75	7.84	3.21	0.00	0.00	11.05		
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64		
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26		
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98		
Plant Onions	0.75	7.84	3.35	160.20	0.00	171.39		
Irrigate	9.80	80.75	0.00	110.40	0.00	191.15		
Preemergence Flame Weed Control	0.50	10.45	9.30	15.00	0.00	34.75		
Cultivate 5X	2.50	26.13	12.68	0.00	0.00	38.81		
Hand Weed	72.75	599.46	0.00	0.00	0.00	599.46		
Foliar Feed	0.40	4.18	1.83	32.46	0.00	38.47		
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48		
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23		
TOTAL CULTURAL COSTS	95.08	808.88	53.60	546.56	24.00	1433.04		
Harvest:								
Undercut Bulbs	0.75	7.84	3.85	0.00	0.00	11.69		
Hand Top & Bag Onions	0.00	0.00	0.00	37.50	600.00	637.50		
Equipment Use/Grade & Pack	3.00	31.36	14.64	0.00	0.00	45.99		
Grade & Pack/Non-Machine Labor	73.00	601.52	0.00	802.50	0.00	1404.02		
Transport to Broker	1.75	82.15	15.20	0.00	0.00	97.35		
TOTAL HARVEST COSTS	78.50	722.87	33.69	840.00	600.00	2196.55		
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	0.00	0.00	0.00	33.75	0.00	33.75		
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	41.56	0.00	41.56		
Interest on operating capital @ 9.00%						86.52		

U.C. COOPERATIVE EXTENSION
 ORGANIC ONIONS (RED) - CENTRAL COAST
 Table 7a. continued

Operation	Cash and Labor Costs per Acre						Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Cost	Cost	
TOTAL OPERATING COSTS/ACRE		1531.75	87.29	1428.12	624.00	3757.67		
TOTAL OPERATING COSTS/BOX						5.01		
CASH OVERHEAD:								
Land Rent						359.38		
Office Expense						61.09		
Liability Insurance						1.88		
Sanitation Services						6.19		
Property Taxes						17.80		
Property Insurance						8.90		
Investment Repairs						6.25		
TOTAL CASH OVERHEAD COSTS						461.48		
TOTAL CASH COSTS/ACRE						4219.16		
TOTAL CASH COSTS/BOX						5.63		
NON-CASH OVERHEAD:								
	Per producing	Annual Cost						
Investment	Acre	Depreciation	Interest @	4.00%				
Buildings	62.50	1.88	1.38		3.25			
Fuel Tanks & Pumps	50.63	2.28	1.11		3.39			
Shop Tools	68.75	4.13	1.51		5.64			
Tool Carrier	76.25	3.43	1.68		5.11			
Irrigation Pipe	185.63	16.71	4.08		20.79			
Harvest Bins	117.50	10.57	2.58		13.16			
Irrigation Pipe Trailers	6.25	0.28	0.14		0.42			
Cover Crop	20.35	18.31	0.45		18.76			
Equipment	2648.71	209.69	58.27		267.96			
TOTAL NON-CASH OVERHEAD COSTS	3236.56	267.28	71.20		338.48			
TOTAL COSTS/ACRE						4557.64		
TOTAL COSTS/BOX						6.08		

U.C. COOPERATIVE EXTENSION

Table 7b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC ONIONS (RED) - INPUTS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:					
Pumped	27.50	acin	4.60	126.50	
Seed:					
Onion - Red	180.00	thou	0.89	160.20	
Miscellaneous:					
Propane	12.00	gal	1.25	15.00	
Foliar Nutrients:					
Fish Fertilizer	6.00	lb	2.07	12.42	
Corn Calcium	2.00	qt	1.45	2.90	
Kelp Extract	1.50	lb	5.96	8.94	
Omega 2-7-7	2.00	pint	3.22	6.44	
Spreader/Sticker:					
Therm X (Yucca Extract)	4.00	oz	0.44	1.76	
Harvest Materials:					
Bag - Cure Onions	750.00	sack	0.05	37.50	
Contract:					
Top & Bag Onions	750.00	sack	0.80	600.00	
Packing Materials:					
Box - Red Onions	750.00	box	1.07	802.50	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	33.75	33.75	
Labor (machine)	13.96	hrs	8.71	158.14	
Labor (non-machine)	166.70	hrs	8.24	1373.61	
Fuel - Gas	18.26	gal	0.98	17.90	
Fuel - Diesel	46.39	gal	0.71	32.94	
Lube				7.64	
Machinery repair				28.75	
Interest on operating capital @ 9.00%				<u>86.52</u>	

U.C. COOPERATIVE EXTENSION

ORGANIC ONIONS (RED) - CENTRAL COAST

Table 7b. continued

	Cost/ Acre	Your Cost
TOTAL OPERATING COSTS/ACRE	3757.67	
TOTAL OPERATING COSTS/BOX	5.01	
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	17.80	
Property Insurance	8.90	
Investment Repairs	6.25	

TOTAL CASH OVERHEAD COSTS/ACRE	461.48	
TOTAL CASH COSTS/ACRE	4219.16	
TOTAL CASH COSTS/BOX	5.63	
NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	267.96	

TOTAL NON-CASH OVERHEAD COSTS/ACRE	338.48	
TOTAL COSTS/ACRE	4557.64	
TOTAL COSTS/BOX	6.08	

U.C. COOPERATIVE EXTENSION

Table 7c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC ONIONS (RED)
CENTRAL COAST - 1992-1993

Beginning NOV 92	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	TOTAL
Ending OCT 93	92	92	93	93	93	93	93	93	93	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Plant Onions		171.39											171.39
Irrigate		25.34		27.64	27.64	27.64	27.64	55.27					191.15
Preemerg. Flame Weed Control		34.75											34.75
Cultivate 5X			7.76	7.76	7.76	7.76	7.76						38.81
Hand Weed			199.82	199.82	199.82								599.46
Foliar Feed					19.23	19.23							38.47
Rodent Control (Trap)									16.48				16.48
Pickup Use									27.23				27.23
TOTAL CULTURAL COSTS	308.06	238.72	207.58	235.22	254.45	54.63	35.40	55.27	43.71				1433.04
Harvest:													
Undercut Bulbs									11.69				11.69
Hand Top & Bag Onions									637.50				637.50
Equipment Use/Grade & Pack									45.99				45.99
Grade & Pack/Non-Machine Labor									1404.02				1404.02
Transport to Broker									97.35				97.35
TOTAL HARVEST COSTS									2196.55				2196.55
Assessments:													
Ca. St. Org. Reg. Fees									6.25				6.25
CCOF Inspection Fees									0.78				0.78
CCOF Membership Fees									0.78				0.78
CCOF .5% of Gross Sales									33.75				33.75
TOTAL ASSESSMENT COSTS									41.56				41.56

U.C. COOPERATIVE EXTENSION
MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC ONIONS (RED)

Table 7c. Continued

Beginning NOV 92 Ending OCT 93	NOV 92	DEC 92	JAN 93	FEB 93	MAR 93	APR 93	MAY 93	JUN 93	JUL 93	AUG 93	SEP 93	OCT 93	TOTAL
Interest on oper. capital	2.31	4.10	5.66	7.42	9.33	9.74	10.01	10.42	27.53				86.52
TOTAL OPERATING COSTS/ACRE	310.37	242.82	213.24	242.64	263.78	64.37	45.40	65.69	2309.36				3757.67
TOTAL OPERATING COSTS/BOX	0.41	0.32	0.28	0.32	0.35	0.09	0.06	0.09	3.08				5.01
OVERHEAD:													
Land Rent									359.38				359.38
Office Expense	6.79	6.79	6.79	6.79	6.79	6.79	6.79	6.79	6.79	6.79			61.09
Liability Insurance									1.88				1.88
Sanitation Services									6.19				6.19
Property Taxes		17.80											17.80
Property Insurance		8.90											8.90
Investment Repairs	0.69	0.69	0.69	0.69	0.69	0.69	0.69	0.69	0.69	0.69			6.25
TOTAL CASH OVERHEAD COSTS	7.48	34.18	7.48	7.48	7.48	7.48	7.48	7.48	374.92				461.48
TOTAL CASH COSTS/ACRE	317.85	277.00	220.72	250.12	271.26	71.85	52.89	73.17	2684.28				4219.16
TOTAL CASH COSTS/BOX	0.42	0.37	0.29	0.33	0.36	0.10	0.07	0.10	3.58				5.63

U.C. COOPERATIVE EXTENSION

Table 8a. COSTS PER ACRE TO PRODUCE ORGANIC ONIONS (YELLOW) - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 850.00 50 lb. sacks

Operation	Cash and Labor Costs per Acre						Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Cost	Cost	
Cultural:								
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08		
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89		
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40		
List Beds	0.75	7.84	3.21	0.00	0.00	11.05		
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64		
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26		
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98		
Plant Onions	0.75	7.84	3.35	160.20	0.00	171.39		
Irrigate	9.80	80.75	0.00	110.40	0.00	191.15		
Preemergence Flame Weed Control	0.50	10.45	9.30	15.00	0.00	34.75		
Cultivate 5X	2.50	26.13	12.68	0.00	0.00	38.81		
Hand Weed	72.75	599.46	0.00	0.00	0.00	599.46		
Foliar Feed	0.40	4.18	1.83	32.46	0.00	38.47		
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48		
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23		

TOTAL CULTURAL COSTS	95.08	808.88	53.60	546.56	24.00	1433.04		
Harvest:								
Undercut Bulbs	0.75	7.84	3.85	0.00	0.00	11.69		
Hand Top & Bag Onions	0.00	0.00	0.00	42.50	680.00	722.50		
Equipment Use/Grade & Pack	3.00	31.36	14.64	0.00	0.00	45.99		
Grade & Pack/Non-Machine Labor	83.00	683.92	0.00	459.00	0.00	1142.92		
Transport to Broker	1.75	88.33	15.20	0.00	0.00	103.53		

TOTAL HARVEST COSTS	88.50	811.45	33.69	501.50	680.00	2026.63		
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	0.00	0.00	0.00	34.00	0.00	34.00		

TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	41.81	0.00	41.81		

U.C. COOPERATIVE EXTENSION

ORGANIC ONIONS (YELLOW) - CENTRAL COAST

Table 8a. continued

Operation	Cash and Labor Costs per Acre						Total Cost	Your Cost
	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/Rent			
Interest on operating capital @ 9.00%							85.25	
TOTAL OPERATING COSTS/ACRE		1620.33	87.29	1089.87	704.00		3586.73	
TOTAL OPERATING COSTS/SACK							4.22	
CASH OVERHEAD:								
Land Rent							359.38	
Office Expense							61.09	
Liability Insurance							1.88	
Sanitation Services							6.19	
Property Taxes							17.70	
Property Insurance							8.85	
Investment Repairs							6.25	
TOTAL CASH OVERHEAD COSTS							461.33	
TOTAL CASH COSTS/ACRE							4048.06	
TOTAL CASH COSTS/SACK							4.76	
NON-CASH OVERHEAD:								
	Per producing Acre	Annual Cost						
Investment		Depreciation	Interest @ 4.00%					
Buildings	62.50	1.88	1.38					3.25
Fuel Tanks & Pumps	50.63	2.28	1.11					3.39
Shop Tools	68.75	4.13	1.51					5.64
Tool Carrier	76.25	3.43	1.68					5.11
Irrigation Pipe	185.63	16.71	4.08					20.79
Harvest Bins	117.50	10.57	2.58					13.16
Irrigation Pipe Trailers	6.25	0.28	0.14					0.42
Cover Crop	20.35	18.31	0.45					18.76
Equipment	2630.26	208.58	57.87					266.45
TOTAL NON-CASH OVERHEAD COSTS	3218.11	266.17	70.80					336.97
TOTAL COSTS/ACRE								4385.03
TOTAL COSTS/SACK								5.16

U.C. COOPERATIVE EXTENSION

Table 8b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC ONIONS (YELLOW) - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$8.71/hr. machine labor \$8.24/hr. non-machine labor Interest Rate: 9.00%

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:Pumped	27.50	acin	4.60	126.50	
Seed:					
Onion - Yellow	180.00	thou	0.89	160.20	
Miscellaneous:					
Propane	12.00	gal	1.25	15.00	
Foliar Nutrients:					
Fish Fertilizer	6.00	lb	2.07	12.42	
Corn Calcium	2.00	qt	1.45	2.90	
Kelp Extract	1.50	lb	5.96	8.94	
Omega 2-7-7	2.00	pint	3.22	6.44	
Spreader/Sticker:					
Therm X (Yucca Extract)	4.00	oz	0.44	1.76	
Harvest Materials:					
Bag - Cure Onions	850.00	sack	0.05	42.50	
Contract:					
Top & Bag Onions	850.00	sack	0.80	680.00	
Packing Materials:					
Bag - Yellow Onions	850.00	sack	0.54	459.00	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	34.00	34.00	
Labor (machine)	13.96	hrs	8.71	158.14	
Labor (non-machine)	177.45	hrs	8.24	1462.19	
Fuel - Gas	18.26	gal	0.98	17.90	
Fuel - Diesel	46.39	gal	0.71	32.94	
Lube				7.64	
Machinery repair				28.75	
Interest on operating capital @ 9.00%				<u>85.25</u>	
TOTAL OPERATING COSTS/ACRE				3586.73	
TOTAL OPERATING COSTS/SACK				4.22	

U.C. COOPERATIVE EXTENSION

ORGANIC ONIONS (YELLOW) - CENTRAL COAST

Table 8b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	17.70	
Property Insurance	8.85	
Investment Repairs	6.25	

TOTAL CASH OVERHEAD COSTS/ACRE	461.33	
TOTAL CASH COSTS/ACRE	4048.06	
TOTAL CASH COSTS/SACK	4.76	
NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	266.45	

TOTAL NON-CASH OVERHEAD COSTS/ACRE	336.97	
TOTAL COSTS/ACRE	4385.03	
TOTAL COSTS/SACK	5.16	

U.C. COOPERATIVE EXTENSION

Table 8c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC ONIONS (YELLOW)

CENTRAL COAST - 1992-1993

Beginning NOV 92	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	TOTAL
Ending OCT 93	92	92	93	93	93	93	93	93	93	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List Beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Plant Onions		171.39											171.39
Irrigate		25.34		27.64	27.64	27.64	27.64	55.27					191.15
Preemerg. Flame Weed Control		34.75											34.75
Cultivate 5X			7.76	7.76	7.76	7.76	7.76						38.81
Hand Weed			199.82	199.82	199.82								599.46
Foliar Feed					19.23	19.23							38.47
Rodent Control (Trap)									16.48				16.48
Pickup Use									27.23				27.23
TOTAL CULTURAL COSTS	308.06	238.72	207.58	235.22	254.45	54.63	35.40	55.27	43.71				1433.04
Harvest:													
Undercut Bulbs									11.69				11.69
Hand Top & Bag Onions									722.50				722.50
Equipment Use/Grade & Pack									45.99				45.99
Grade & Pack/Non-Machine Labor									1142.92				1142.92
Transport to Broker									103.53				103.53
TOTAL HARVEST COSTS									2026.63				2026.63
Assessments:													
Ca. St. Org. Reg. Fees									6.25				6.25
CCOF Inspection Fees									0.78				0.78
CCOF Membership Fees									0.78				0.78
CCOF .5% of Gross Sales									34.00				34.00
TOTAL ASSESSMENT COSTS									41.81				41.81

U.C. COOPERATIVE EXTENSION
MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC ONIONS (YELLOW)
Table 8c. Continued

Beginning NOV 92 Ending OCT 93	NOV 92	DEC 92	JAN 93	FEB 93	MAR 93	APR 93	MAY 93	JUN 93	JUL 93	AUG 93	SEP 93	OCT 93	TOTAL
Interest on oper. capital	2.31	4.10	5.66	7.42	9.33	9.74	10.01	10.42	26.26				85.25
TOTAL OPERATING COSTS/ACRE	310.37	242.82	213.24	242.64	263.78	64.37	45.40	65.69	2138.42				3586.73
TOTAL OPERATING COSTS/SACK	0.37	0.29	0.25	0.29	0.31	0.08	0.05	0.08	2.52				4.22
OVERHEAD:													
Land Rent									359.38				359.38
Office Expense	6.79	6.79	6.79	6.79	6.79	6.79	6.79	6.79	6.79				61.09
Liability Insurance									1.88				1.88
Sanitation Services									6.19				6.19
Property Taxes		17.70											17.70
Property Insurance		8.85											8.85
Investment Repairs	0.69	0.69	0.69	0.69	0.69	0.69	0.69	0.69	0.69				6.25
TOTAL CASH OVERHEAD COSTS	7.48	34.03	7.48	7.48	7.48	7.48	7.48	7.48	374.92				461.33
TOTAL CASH COSTS/ACRE	317.85	276.85	220.72	250.12	271.26	71.85	52.89	73.17	2513.34				4048.06
TOTAL CASH COSTS/SACK	0.37	0.33	0.26	0.29	0.32	0.08	0.06	0.09	2.96				4.76

U.C. COOPERATIVE EXTENSION

Table 9a. COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNAP) - OPERATIONS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 750.00 10 lb boxes

=====								
	Operation	Cash and Labor Costs per Acre						
	Time	Labor	Fuel &	Material	Custom/	Total	Your	
Operation	(Hrs/A)	Cost	Repairs	Cost	Rent	Cost	Cost	
Cultural:								
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08		
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89		
List Beds	0.75	7.84	3.21	0.00	0.00	11.05		
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64		
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26		
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98		
Plant Peas	0.75	7.84	3.69	53.60	0.00	65.13		
Irrigate	7.00	57.68	0.00	46.00	0.00	103.68		
Hand Weed	18.30	150.79	0.00	0.00	0.00	150.79		
Cultivate 2X	1.00	10.45	5.07	0.00	0.00	15.52		
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48		
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23		
	-----	-----	-----	-----	-----	-----		
TOTAL CULTURAL COSTS	35.43	306.83	35.21	115.70	0.00	457.74		
Harvest:								
Hand Pick/Grade & Pack	500.00	4120.00	0.00	645.00	0.00	4765.00		
Equipment Use	0.33	3.45	2.87	0.00	0.00	6.32		
Transport to Broker	1.75	49.19	15.20	0.00	0.00	64.39		
	-----	-----	-----	-----	-----	-----		
TOTAL HARVEST COSTS	502.08	4172.64	18.07	645.00	0.00	4835.71		
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	0.00	0.00	0.00	28.13	0.00	28.13		
	-----	-----	-----	-----	-----	-----		
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	35.94	0.00	35.94		
Interest on operating capital @ 9.00%						50.56		

U.C. COOPERATIVE EXTENSION
 COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNAP) - OPERATIONS

Table 9a. Continued

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 750.00 10 lb boxes

Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Total Cost	Your Cost	
=====								
		Cash and Labor Costs per Acre -----						
TOTAL OPERATING COSTS/ACRE		4479.47	53.28	796.64	0.00	5379.95		
TOTAL OPERATING COSTS/BOX						7.17		
CASH OVERHEAD:								
Land Rent						359.38		
Office Expense						61.09		
Liability Insurance						1.88		
Sanitation Services						6.19		
Property Taxes						10.31		
Property Insurance						5.16		
Investment Repairs						6.25		

TOTAL CASH OVERHEAD COSTS						450.25		
TOTAL CASH COSTS/ACRE						5830.20		
TOTAL CASH COSTS/BOX						7.77		
NON-CASH OVERHEAD:								
	Per producing	----- Annual Cost -----						
Investment	Acre	Depreciation	Interest @	4.00%				
	-----	-----	-----	-----				
Buildings	62.50	1.88	1.38		3.25			
Fuel Tanks & Pumps	50.63	2.28	1.11		3.39			
Shop Tools	68.75	4.13	1.51		5.64			
Tool Carrier	76.25	3.43	1.68		5.11			
Irrigation Pipe	185.63	16.71	4.08		20.79			
Harvest Bins	117.50	10.57	2.58		13.16			
Irrigation Pipe Trailers	6.25	0.28	0.14		0.42			
Cover Crop	20.35	18.31	0.45		18.76			
Equipment	1286.84	114.78	28.31		143.09			
	-----	-----	-----	-----				
TOTAL NON-CASH OVERHEAD COSTS	1874.69	172.37	41.24		213.61			
TOTAL COSTS/ACRE						6043.80		
TOTAL COSTS/BOX						8.06		
=====								

U.C. COOPERATIVE EXTENSION

Table 9b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNAP) - INPUTS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS					
Water:					
Pumped	13.50	acin	4.60	62.10	
Seed:					
Peas - Snap	40.00	lb	1.34	53.60	
Packing Materials:					
Box - Snap Peas	750.00	box	0.86	645.00	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	28.13	28.13	
Labor (machine)	5.98	hrs	8.71	92.08	
Labor (non-machine)	532.45	hrs	8.24	4387.39	
Fuel - Gas	12.90	gal	0.98	12.64	
Fuel - Diesel	20.77	gal	0.71	14.75	
Lube				4.11	
Machinery repair				21.74	
Interest on operating capital @	9.00%			50.56	
TOTAL OPERATING COSTS/ACRE				5379.95	
TOTAL OPERATING COSTS/BOX				7.17	
CASH OVERHEAD COSTS:					
Land Rent				359.38	
Office Expense				61.09	
Liability Insurance				1.88	
Sanitation Services				6.19	
Property Taxes				10.31	
Property Insurance				5.16	
Investment Repairs				<u>6.25</u>	
TOTAL CASH OVERHEAD COSTS/ACRE				450.25	

U.C. COOPERATIVE EXTENSION
 DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNAP) - INPUTS
 Table 9b. Continued

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor

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=====
                Quantity/Acre      Unit      Price or      Value or      Your
                Quantity/Acre      Unit      Cost/Unit     Cost/Acre     Cost
-----
TOTAL CASH COSTS/ACRE                                5830.20
TOTAL CASH COSTS/BOX                                7.77
-----
NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):
Buildings                                3.25
Fuel Tanks & Pumps                       3.39
Shop Tools                               5.64
Tool Carrier                             5.11
Irrigation Pipe                          20.79
Harvest Bins                             13.16
Irrigation Pipe Trailers                  0.42
Cover Crop                               18.76
Equipment                               143.09
-----
TOTAL NON-CASH OVERHEAD COSTS/ACRE          213.61
-----
TOTAL COSTS/ACRE                            6043.80
TOTAL COSTS/BOX                              8.06
=====
  
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U.C. COOPERATIVE EXTENSION

Table 9c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNAP)
CENTRAL COAST - 1992-1993

Beginning OCT 92	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
Ending SEP 93	92	92	92	93	93	93	93	93	93	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
List Beds	11.05												11.05
Preirrigate				27.64									27.64
Preplant Cultivation				3.26									3.26
Shape Beds				3.98									3.98
Plant Peas				65.13									65.13
Irrigate				20.74	20.74	20.74	41.47						103.68
Hand Weed					150.79								150.79
Cultivate 2X						7.76	7.76						15.52
Rodent Control (Trap)								16.48					16.48
Pickup Use								27.23					27.23
TOTAL CULTURAL COSTS	44.02			120.75	171.53	28.50	49.23	43.71					457.74
Harvest:													
Hand Pick/Grade & Pack								4765.00					4765.00
Equipment Use								6.32					6.32
Transport to Broker								64.39					64.39
TOTAL HARVEST COSTS								4835.71					4835.71
Assessments:													
Ca. St. Org. Reg. Fees								6.25					6.25
CCOF Inspection Fees								0.78					0.78
CCOF Membership Fees								0.78					0.78
CCOF .5% of Gross Sales								28.13					28.13
TOTAL ASSESSMENT COSTS								35.94					35.94
Interest on oper. capital	0.33	0.33	0.33	1.24	2.52	2.74	3.11	39.97					50.56
TOTAL OPERATING COSTS/ACRE	44.35	0.33	0.33	121.98	174.05	31.23	52.34	4955.33					5379.95
TOTAL OPERATING COSTS/BOX	0.06	0.00	0.00	0.16	0.23	0.04	0.07	6.61					7.17

U.C. COOPERATIVE EXTENSION
MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNAP)

Table 9c. Continued

Beginning	OCT 92	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
Ending	SEP 93	92	92	92	93	93	93	93	93	93	93	93	93	
OVERHEAD:														
Land Rent									359.38					359.38
Office Expense		7.64	7.64	7.64	7.64	7.64	7.64	7.64	7.64					61.09
Liability Insurance										1.88				1.88
Sanitation Services									6.19					6.19
Property Taxes				10.31										10.31
Property Insurance				5.16										5.16
Investment Repairs		0.78	0.78	0.78	0.78	0.78	0.78	0.78	0.78					6.25
TOTAL CASH OVERHEAD COSTS		8.42	8.42	23.88	8.42	8.42	8.42	8.42	375.86					450.25
TOTAL CASH COSTS/ACRE		52.77	8.75	24.21	130.40	182.47	39.65	60.76	5331.19					5830.20
TOTAL CASH COSTS/BOX		0.07	0.01	0.03	0.17	0.24	0.05	0.08	7.11					7.77

U.C. COOPERATIVE EXTENSION

Table 10a. COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNOW) - OPERATIONS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
\$ 8.24/hr. non-machine labor Yield per Acre: 375.00 10 lb. boxes

Operation	Cash and Labor Costs per Acre						Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Cost	Cost	
Cultural:								
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08		
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89		
List beds	0.75	7.84	3.21	0.00	0.00	11.05		
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64		
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26		
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98		
Plant Peas	0.75	7.86	3.70	53.60	0.00	65.16		
Irrigate	7.00	57.68	0.00	46.00	0.00	103.68		
Hand Weed	18.25	150.38	0.00	0.00	0.00	150.38		
Cultivate 2X	1.00	10.45	5.07	0.00	0.00	15.52		
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48		
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23		
TOTAL CULTURAL COSTS	35.38	306.44	35.22	115.70	0.00	457.36		
Harvest:								
Hand Pick/Grade & Pack	250.00	2060.00	0.00	322.50	0.00	2382.50		
Equipment Use	0.33	3.48	2.90	0.00	0.00	6.38		
Transport to Broker	1.75	32.71	15.20	0.00	0.00	47.91		
TOTAL HARVEST COSTS	252.08	2096.20	18.09	322.50	0.00	2436.79		
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	0.00	0.00	0.00	14.06	0.00	14.06		
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	21.87	0.00	21.87		

U.C. COOPERATIVE EXTENSION
 COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNOW) - OPERATIONS
 CENTRAL COAST - 1992-1993
 Table 10a. Continued

Operation	Cash and Labor Costs per Acre					Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Cost	Cost
Interest on operating capital @ 9.00%						32.45	
TOTAL OPERATING COSTS/ACRE		2402.63	53.32	460.07	0.00	2948.47	
TOTAL OPERATING COSTS/BOX						7.86	
CASH OVERHEAD:							
Land Rent						359.38	
Office Expense						61.09	
Liability Insurance						1.88	
Sanitation Services						6.19	
Property Taxes						10.31	
Property Insurance						5.16	
Investment Repairs						<u>6.25</u>	
TOTAL CASH OVERHEAD COSTS						450.25	
TOTAL CASH COSTS/ACRE						3398.72	
TOTAL CASH COSTS/BOX						9.06	
NON-CASH OVERHEAD:							
	Per producing	Annual Cost					
Investment	Acre	Depreciation	Interest @	4.00%			
Buildings	62.50	1.88		1.38	3.25		
Fuel Tanks & Pumps	50.63	2.28		1.11	3.39		
Shop Tools	68.75	4.13		1.51	5.64		
Tool Carrier	76.25	3.43		1.68	5.11		
Irrigation Pipe	185.63	16.71		4.08	20.79		
Harvest Bins	117.50	10.57		2.58	13.16		
Irrigation Pipe Trailers	6.25	0.28		0.14	0.42		
Cover Crop	20.35	18.31		0.45	18.76		
Equipment	1287.54	114.86		28.33	143.19		
TOTAL NON-CASH OVERHEAD COSTS	1875.39	172.45		41.26	213.70		
TOTAL COSTS/ACRE						3612.43	
TOTAL COSTS/BOX						9.63	

U.C. COOPERATIVE EXTENSION

Table 10b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNOW) - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor		Interest Rate: 9.00%			
\$ 8.24/hr. non-machine labor					
=====					
	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost

OPERATING COSTS					
Water:					
Pumped	13.50	acin	4.60	62.10	
Seed:					
Peas - Snow	40.00	lb	1.34	53.60	
Packing Materials:					
Box - Snow Peas	375.00	box	0.86	322.50	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	14.06	14.06	
Labor (machine)	5.98	hrs	8.71	92.14	
Labor (non-machine)	280.40	hrs	8.24	2310.50	
Fuel - Gas	12.91	gal	0.98	12.65	
Fuel - Diesel	20.78	gal	0.71	14.75	
Lube				4.12	
Machinery repair				21.76	
Interest on operating capital @ 9.00%				32.45	

TOTAL OPERATING COSTS/ACRE				2948.47	
TOTAL OPERATING COSTS/BOX				7.86	

CASH OVERHEAD COSTS:					
Land Rent				359.38	
Office Expense				61.09	
Liability Insurance				1.88	
Sanitation Services				6.19	
Property Taxes				10.31	
Property Insurance				5.16	
Investment Repairs				<u>6.25</u>	
TOTAL CASH OVERHEAD COSTS/ACRE				450.25	

U.C. COOPERATIVE EXTENSION

DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNOW) - INPUTS

Table 10b.

Labor Rate: \$	8.71/hr. machine labor	Interest Rate:	9.00%
	\$ 8.24/hr. non-machine labor		
=====			
	Quantity/Acre	Unit	Price or Value or Your Cost/Unit Cost/Acre Cost

TOTAL CASH COSTS/ACRE			3398.72
TOTAL CASH COSTS/BOX			9.06

NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):			
Buildings			3.25
Fuel Tanks & Pumps			3.39
Shop Tools			5.64
Tool Carrier			5.11
Irrigation Pipe			20.79
Harvest Bins			13.16
Irrigation Pipe Trailers			0.42
Cover Crop			18.76
Equipment			143.19

TOTAL NON-CASH OVERHEAD COSTS/ACRE			213.70

TOTAL COSTS/ACRE			3612.43
TOTAL COSTS/BOX			9.63
=====			

U.C. COOPERATIVE EXTENSION

Table 10c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNOW)
CENTRAL COAST - 1992-1993

Beginning OCT 92	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
Ending SEP 93	92	92	92	93	93	93	93	93	93	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
List beds	11.05												11.05
Preirrigate				27.64									27.64
Preplant Cultivation				3.26									3.26
Shape Beds				3.98									3.98
Plant Peas				65.16									65.16
Irrigate				20.74	20.74	20.74	41.47						103.68
Hand Weed					150.38								150.38
Cultivate 2X						7.76	7.76						15.52
Rodent Control (Trap)								16.48					16.48
Pickup Use								27.23					27.23
TOTAL CULTURAL COSTS	44.02			120.77	171.12	28.50	49.23	43.71					457.36
Harvest:													
Hand Pick/Grade & Pack								2382.50					2382.50
Equipment Use								6.38					6.38
Transport to Broker								47.91					47.91
TOTAL HARVEST COSTS								2436.79					2436.79
Assessments:													
Ca. St. Org. Reg. Fees								6.25					6.25
CCOF Inspection Fees								0.78					0.78
CCOF Membership Fees								0.78					0.78
CCOF .5% of Gross Sales								14.06					14.06
TOTAL ASSESSMENT COSTS								21.87					21.87
Interest on oper. capital	0.33	0.33	0.33	1.24	2.52	2.73	3.10	21.87					32.45
TOTAL OPERATING COSTS/ACRE	44.35	0.33	0.33	122.01	173.64	31.23	52.34	2524.24					2948.47
TOTAL OPERATING COSTS/BOX	0.12	0.00	0.00	0.33	0.46	0.08	0.14	6.73					7.86

U.C. COOPERATIVE EXTENSION
 MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC PEAS (NON-STAKED SNOW)
 CENTRAL COAST - 1992-1993
 Table 10c. Continued

Beginning OCT 92	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
Ending SEP 93	92	92	92	93	93	93	93	93	93	93	93	93	
OVERHEAD:													
Land Rent								359.38					359.38
Office Expense	7.64	7.64	7.64	7.64	7.64	7.64	7.64	7.64					61.09
Liability Insurance									1.88				1.88
Sanitation Services									6.19				6.19
Property Taxes			10.31										10.31
Property Insurance			5.16										5.16
Investment Repairs	0.78	0.78	0.78	0.78	0.78	0.78	0.78	0.78					6.25
TOTAL CASH OVERHEAD COSTS	8.42	8.42	23.89	8.42	8.42	8.42	8.42	375.86					450.25
TOTAL CASH COSTS/ACRE	52.77	8.75	24.22	130.43	182.05	39.65	60.75	2900.10					3398.72
TOTAL CASH COSTS/BOX	0.14	0.02	0.06	0.35	0.49	0.11	0.16	7.73					9.06

U.C. COOPERATIVE EXTENSION

Table 11a. COSTS PER ACRE TO PRODUCE ORGANIC PEPPERS (GREEN BELL) - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 800.00 28 lb. boxes

Operation	Cash and Labor Costs per Acre						Your Cost
	Operation Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/Rent	Total Cost	
Cultural:							
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08	
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89	
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40	
List Beds	0.75	7.84	3.21	0.00	0.00	11.05	
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64	
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26	
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98	
Transplant Peppers	3.00	31.36	19.18	600.00	0.00	650.53	
Transplant/Non-Machine Labor	20.00	164.80	0.00	0.00	0.00	164.80	
Irrigate	12.60	103.82	0.00	110.40	0.00	214.22	
Cultivate 4X	2.00	20.90	10.14	0.00	0.00	31.05	
Hand Weed	18.00	148.32	0.00	0.00	0.00	148.32	
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48	
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23	
TOTAL CULTURAL COSTS	63.98	549.27	55.77	938.90	24.00	1567.94	
Harvest:							
Field Harvest/Non-Machine Labor	160.00	1318.40	0.00	0.00	0.00	1318.40	
Grade/Size & Pack Peppers	160.00	1318.40	0.00	880.00	0.00	2198.40	
Equipment Use	0.40	4.18	2.24	0.00	0.00	6.42	
Transport to Broker	1.75	84.21	15.20	0.00	0.00	99.41	
TOTAL HARVEST COSTS	322.15	2725.19	17.44	880.00	0.00	3622.63	
Assessments:							
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25	
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78	
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78	
CCOF .5% of Gross Sales	0.00	0.00	0.00	32.00	0.00	32.00	
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	39.81	0.00	39.81	

U.C. COOPERATIVE EXTENSION

Table 11a. COSTS PER ACRE TO PRODUCE ORGANIC PEPPERS (GREEN BELL) - OPERATIONS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
\$ 8.24/hr. non-machine labor Yield per Acre: 800.00 28 lb. boxes

Operation		Cash and Labor Costs per Acre					Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Cost	Cost	
Interest on operating capital @	9.00%					105.33		
TOTAL OPERATING COSTS/ACRE		3274.46	73.21	1858.71	24.00	5335.72		
TOTAL OPERATING COSTS/BOX						6.67		
CASH OVERHEAD:								
Land Rent						359.38		
Office Expense						61.09		
Liability Insurance						1.88		
Sanitation Services						6.19		
Property Taxes						11.87		
Property Insurance						5.93		
Investment Repairs						6.25		
TOTAL CASH OVERHEAD COSTS						452.58		
TOTAL CASH COSTS/ACRE						5788.30		
TOTAL CASH COSTS/BOX						7.24		
NON-CASH OVERHEAD:								
	Per producing	Annual Cost						
<u>Investment</u>	<u>Acre</u>	<u>Depreciation</u>	<u>Interest @</u>	<u>4.00%</u>				
Buildings	62.50	1.88	1.38		3.25			
Fuel Tanks & Pumps	50.63	2.28	1.11		3.39			
Shop Tools	68.75	4.13	1.51		5.64			
Tool Carrier	76.25	3.43	1.68		5.11			
Irrigation Pipe	185.63	16.71	4.08		20.79			
Harvest Bins	117.50	10.57	2.58		13.16			
Irrigation Pipe Trailers	6.25	0.28	0.14		0.42			
Cover Crop	20.35	18.31	0.45		18.76			
Equipment	1569.61	136.76	34.53		171.29			
TOTAL NON-CASH OVERHEAD COSTS		2157.46	194.35	47.46	241.81			
TOTAL COSTS/ACRE					6030.11			
TOTAL COSTS/BOX					7.54			

U.C. COOPERATIVE EXTENSION

Table 11b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC PEPPERS (GREEN BELL) - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor		Interest Rate: 9.00%			
\$ 8.24/hr. non-machine labor					
=====					
	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost

OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:					
Pumped	27.50	acin	4.60	126.50	
Transplant:					
Peppers	20.00	thou	30.00	600.00	
Packing Materials:					
Box - Peppers	800.00	box	1.10	880.00	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	32.00	32.00	
Labor (machine)	10.36	hrs	8.71	126.78	
Labor (non-machine)	382.00	hrs	8.24	3147.68	
Fuel - Gas	11.66	gal	0.98	11.43	
Fuel - Diesel	32.81	gal	0.71	23.29	
Lube				5.22	
Machinery repair				33.21	
Interest on operating capital @ 9.00%				105.33	

TOTAL OPERATING COSTS/ACRE				5335.72	
TOTAL OPERATING COSTS/BOX				6.67	

U.C. COOPERATIVE EXTENSION

ORGANIC PEPPERS (GREEN BELL) - CENTRAL COAST

Table 11b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	11.87	
Property Insurance	5.93	
Investment Repairs	6.25	
TOTAL CASH OVERHEAD COSTS/ACRE	452.58	
TOTAL CASH COSTS/ACRE	5788.30	
TOTAL CASH COSTS/BOX	7.24	
NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	171.29	
TOTAL NON-CASH OVERHEAD COSTS/ACRE	241.81	
TOTAL COSTS/ACRE	6030.11	
TOTAL COSTS/BOX	7.54	

U.C. COOPERATIVE EXTENSION

Table 11c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC PEPPERS (GREEN BELL)
CENTRAL COAST - 1992-1993

Beginning APR 92	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	TOTAL
Ending MAR 93	92	92	92	92	92	92	92	92	92	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List Beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Transplant Peppers		650.53											650.53
Transplant/Non-Machine Labor		164.80											164.80
Irrigate		23.73	47.45	47.45	47.68	23.96	23.96						214.22
Cultivate 4X			15.52	7.76	7.76								31.05
Hand Weed				74.16	74.16								148.32
Rodent Control (Trap)								16.48					16.48
Pickup Use								27.23					27.23
TOTAL CULTURAL COSTS	308.06	846.30	62.97	129.37	129.60	23.96	67.67						1567.94
Harvest:													
Field Harvest/Non-Machine Labor						659.20	659.20						1318.40
Grade/Size & Pack						1099.20	1099.20						2198.40
Equipment Use						3.21	3.21						6.42
Transport to Broker						49.61	49.80						99.41
TOTAL HARVEST COSTS						1811.22	1811.41						3622.63
Assessments:													
Ca. St. Org. Reg. Fees								6.25					6.25
CCOF Inspection Fees								0.78					0.78
CCOF Membership Fees								0.78					0.78
CCOF .5% of Gross Sales								32.00					32.00
TOTAL ASSESSMENT COSTS								39.81					39.81
Interest on oper. capital	2.31	8.66	9.13	10.10	11.07	24.84	39.23						105.33

U.C. COOPERATIVE EXTENSION

MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC PEPPERS (GREEN BELL)
Table 11c. Continued

Beginning APR 92	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	TOTAL
Ending MAR 93	92	92	92	92	92	92	92	92	92	93	93	93	
TOTAL OPERATING COSTS/ACRE	310.37	854.96	72.10	139.47	140.68	1860.01	1958.12						5335.72
TOTAL OPERATING COSTS/BOX	0.39	1.07	0.09	0.17	0.18	2.33	2.45						6.67
OVERHEAD:													
Land Rent													359.38
Office Expense	8.73	8.73	8.73	8.73	8.73	8.73	8.73						61.09
Liability Insurance										1.88			1.88
Sanitation Services										6.19			6.19
Property Taxes										11.87			11.87
Property Insurance										5.93			5.93
Investment Repairs	0.89	0.89	0.89	0.89	0.89	0.89	0.89						6.25
TOTAL CASH OVERHEAD COSTS	9.62	9.62	9.62	9.62	9.62	9.62	377.06			17.80			452.58
TOTAL CASH COSTS/ACRE	319.99	864.58	81.73	149.09	150.30	1869.63	2335.18		17.80				5788.30
TOTAL CASH COSTS/BOX	0.40	1.08	0.10	0.19	0.19	2.34	2.92		0.02				7.24

U.C. COOPERATIVE EXTENSION

Table 12a. COSTS PER ACRE TO PRODUCE ORGANIC PEPPERS (RED BELL) - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 550.00 28 lb. boxes

Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Total Cost	Your Cost
Cultural:							
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08	
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89	
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40	
List Beds	0.75	7.84	3.21	0.00	0.00	11.05	
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64	
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26	
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98	
Transplant Peppers	3.00	31.36	19.18	600.00	0.00	650.53	
Transplant/Non-Machine Labor	20.00	164.80	0.00	0.00	0.00	164.80	
Irrigate	12.60	103.82	0.00	110.40	0.00	214.22	
Cultivate 4X	2.00	20.90	10.14	0.00	0.00	31.05	
Hand Weed	18.00	148.32	0.00	0.00	0.00	148.32	
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48	
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23	
TOTAL CULTURAL COSTS	63.98	549.27	55.77	938.90	24.00	1567.94	
Harvest:							
Field Harvest/Non-Machine Labor	110.00	906.40	0.00	0.00	0.00	906.40	
Grade/Size & Pack	110.00	906.40	0.00	605.00	0.00	1511.40	
Equipment Use	0.40	4.18	2.24	0.00	0.00	6.42	
Transport to Broker	1.75	63.61	15.20	0.00	0.00	78.81	
TOTAL HARVEST COSTS	222.15	1880.59	17.44	605.00	0.00	2503.03	
Assessments:							
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25	
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78	
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78	
CCOF .5% of Gross Sales	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>33.00</u>	<u>0.00</u>	<u>33.00</u>	
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	40.81	0.00	40.81	

U.C. COOPERATIVE EXTENSION
 COSTS PER ACRE TO PRODUCE ORGANIC PEPPERS (RED BELL) - OPERATIONS

Table 12a. Continued

Operation	Cash and Labor Costs per Acre						Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Total Cost	Cost	
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	0.00	0.00	0.00	33.00	0.00	33.00		
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TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	40.81	0.00	40.81		
Interest on operating capital @ 9.00%							92.75	
<hr/>								
TOTAL OPERATING COSTS/ACRE		2429.86	73.21	1584.71	24.00	4204.53		
TOTAL OPERATING COSTS/BOX							7.64	
<hr/>								
CASH OVERHEAD:								
Land Rent							359.38	
Office Expense							61.09	
Liability Insurance							1.88	
Sanitation Services							6.19	
Property Taxes							11.87	
Property Insurance							5.93	
Investment Repairs							<u>6.25</u>	
TOTAL CASH OVERHEAD COSTS							452.58	
<hr/>								
TOTAL CASH COSTS/ACRE							4657.11	
TOTAL CASH COSTS/BOX							8.47	
<hr/>								
NON-CASH OVERHEAD:								
	Per producing	----- Annual Cost -----						
<u>Investment</u>	<u>Acre</u>	<u>Depreciation</u>	<u>Interest @ 4.00%</u>					
Buildings	62.50	1.88	1.38				3.25	
Fuel Tanks & Pumps	50.63	2.28	1.11				3.39	
Shop Tools	68.75	4.13	1.51				5.64	
Tool Carrier	76.25	3.43	1.68				5.11	
Irrigation Pipe	185.63	16.71	4.08				20.79	
Harvest Bins	117.50	10.57	2.58				13.16	
Irrigation Pipe Trailers	6.25	0.28	0.14				0.42	
Cover Crop	20.35	18.31	0.45				18.76	
Equipment	1569.61	136.76	34.53				171.29	
<hr/>								
TOTAL NON-CASH OVERHEAD COSTS	2157.46	194.35	47.46				241.81	
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TOTAL COSTS/ACRE							4898.92	
TOTAL COSTS/BOX							8.91	

U.C. COOPERATIVE EXTENSION

Table 12b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC PEPPERS (RED BELL) - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor		Interest Rate: 9.00%		
\$ 8.24/hr. non-machine labor				
Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS				
Soil Amendments:				
Compost w/Gypsum	6.00	ton	35.40	212.40
Custom:				
Spread Compost	6.00	ton	4.00	24.00
Water:				
Pumped	27.50	acin	4.60	126.50
Transplant:				
Peppers	20.00	thou	30.00	600.00
Packing Materials:				
Box - Peppers	550.00	box	1.10	605.00
Assessments:				
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25
CCOF Inspection Fees	1.00	acre	0.78	0.78
CCOF Membership Fees	1.00	acre	0.78	0.78
CCOF - .5% of Gross Sales	1.00	acre	33.00	33.00
Labor (machine)	10.36	hrs	8.71	126.78
Labor (non-machine)	279.50	hrs	8.24	2303.08
Fuel - Gas	11.66	gal	0.98	11.43
Fuel - Diesel	32.81	gal	0.71	23.29
Lube				5.22
Machinery repair				33.21
Interest on operating capital @	9.00%			92.75
TOTAL OPERATING COSTS/ACRE				4204.53
TOTAL OPERATING COSTS/BOX				7.64

U.C. COOPERATIVE EXTENSION

ORGANIC PEPPERS (RED BELL) - CENTRAL COAST

Table 12b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	11.87	
Property Insurance	5.93	
Investment Repairs	6.25	
TOTAL CASH OVERHEAD COSTS/ACRE	452.58	

TOTAL CASH COSTS/ACRE	4657.11	
TOTAL CASH COSTS/BOX	8.47	

NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	171.29	
TOTAL NON-CASH OVERHEAD COSTS/ACRE	241.81	

TOTAL COSTS/ACRE	4898.92	
TOTAL COSTS/BOX	8.91	

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U.C. COOPERATIVE EXTENSION

Table 12c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC PEPPERS (RED BELL)
CENTRAL COAST - 1992-1993

Beginning APR 92	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	TOTAL
Ending MAR 93	92	92	92	92	92	92	92	92	92	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List Beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Transplant Peppers		650.53											650.53
Transplant/Non-Machine Labor		164.80											164.80
Irrigate		23.73	47.45	47.45	47.68	23.96	23.96						214.22
Cultivate 4X			15.52	7.76	7.76								31.05
Hand Weed				74.16	74.16								148.32
Rodent Control (Trap)								16.48					16.48
Pickup Use								27.23					27.23

TOTAL CULTURAL COSTS	308.06	846.30	62.97	129.37	129.60	23.96	67.67						1567.94
Harvest:													
Field Harvest/Non-Machine Labor						453.20	453.20						906.40
Grade/Size & Pack						755.70	755.70						1511.40
Equipment Use						3.21	3.21						6.42
Transport to Broker						39.31	39.50						78.81

TOTAL HARVEST COSTS						1251.42	1251.61						2503.03

Assessments:													
Ca. St. Org. Reg. Fees								6.25					6.25
CCOF Inspection Fees								0.78					0.78
CCOF Membership Fees								0.78					0.78
CCOF .5% of Gross Sales								33.00					33.00

TOTAL ASSESSMENT COSTS								40.81					40.81
Interest on oper. capital	2.31	8.66	9.13	10.10	11.07	20.64	30.84						92.75
TOTAL OPERATING COSTS/ACRE	310.37	854.96	72.10	139.47	140.68	1296.02	1390.93						4204.53
TOTAL OPERATING COSTS/BOX	0.56	1.55	0.13	0.25	0.26	2.36	2.53						7.64

U.C. COOPERATIVE EXTENSION
 MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC PEPPERS (RED BELL)
 Table 12c. Continued

Beginning APR 92	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	TOTAL
Ending MAR 93	92	92	92	92	92	92	92	92	92	93	93	93	
OVERHEAD:													
Land Rent							359.38						359.38
Office Expense	8.73	8.73	8.73	8.73	8.73	8.73	8.73						61.09
Liability Insurance									1.88				1.88
Sanitation Services									6.19				6.19
Property Taxes										11.87			11.87
Property Insurance										5.93			5.93
Investment Repairs	0.89	0.89	0.89	0.89	0.89	0.89	0.89						6.25
TOTAL CASH OVERHEAD COSTS	9.62	9.62	9.62	9.62	9.62	9.62	377.06		17.80				452.58
TOTAL CASH COSTS/ACRE	319.99	864.58	81.73	149.09	150.30	1305.64	1767.99		17.80				4657.11
TOTAL CASH COSTS/BOX	0.58	1.57	0.15	0.27	0.27	2.37	3.21		0.03				8.47

U.C. COOPERATIVE EXTENSION

Table 13a. COSTS PER ACRE TO PRODUCE ORGANIC SWEET CORN - OPERATIONS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
\$ 8.24/hr. non-machine labor Yield per Acre: 350.00 48 count boxes

Operation	Cash and Labor Costs per Acre						Your Cost
	Operation Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/Rent	Total Cost	
Cultural:							
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08	
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89	
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40	
List beds	0.75	7.84	3.21	0.00	0.00	11.05	
Preirrigate	1.40	11.54	0.00	23.00	0.00	34.54	
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26	
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98	
Plant Corn	0.75	7.86	3.11	48.30	0.00	59.27	
Irrigate	9.80	80.75	0.00	110.40	0.00	191.15	
Cultivate 3X	1.25	13.07	6.54	0.00	0.00	19.60	
Pest Management	2.00	16.48	0.00	120.68	0.00	137.16	
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48	
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23	
TOTAL CULTURAL COSTS	22.18	198.22	36.09	514.78	24.00	773.10	
Harvest:							
Hand Pick & Pack	58.00	477.92	0.00	413.00	0.00	890.92	
Equipment Use	0.20	2.09	0.90	0.00	0.00	2.99	
Transport to Broker	1.75	32.71	15.20	0.00	0.00	47.91	
TOTAL HARVEST COSTS	59.95	512.72	16.10	413.00	0.00	941.82	
Assessments:							
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25	
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78	
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78	
CCOF .5% of Gross Sales	0.00	0.00	0.00	15.75	0.00	15.75	
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	23.56	0.00	23.56	

U.C. COOPERATIVE EXTENSION
 COSTS PER ACRE TO PRODUCE ORGANIC SWEET CORN - OPERATIONS
 Table 13a. Continued

Operation	Operation	Cash and Labor Costs per Acre					Total Cost	Your Cost
	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/Rent			
Interest on operating capital @ 9.00%						28.92		
TOTAL OPERATING COSTS/ACRE		710.94	52.20	951.34	24.00	1767.40		
TOTAL OPERATING COSTS/BOX						5.05		
CASH OVERHEAD:								
Land Rent						359.38		
Office Expense						61.09		
Liability Insurance						1.88		
Sanitation Services						6.19		
Property Taxes						10.60		
Property Insurance						5.30		
Investment Repairs						6.25		
TOTAL CASH OVERHEAD COSTS						450.67		
TOTAL CASH COSTS/ACRE						2218.07		
TOTAL CASH COSTS/BOX						6.34		
NON-CASH OVERHEAD:								
	Per producing	Annual Cost						
<u>Investment</u>	<u>Acre</u>	<u>Depreciation</u>	<u>Interest @ 4.00%</u>					
Buildings	62.50	1.88	1.38			3.25		
Fuel Tanks & Pumps	50.63	2.28	1.11			3.39		
Shop Tools	68.75	4.13	1.51			5.64		
Tool Carrier	76.25	3.43	1.68			5.11		
Irrigation Pipe	185.63	16.71	4.08			20.79		
Harvest Bins	117.50	10.57	2.58			13.16		
Irrigation Pipe Trailers	6.25	0.28	0.14			0.42		
Cover Crop	20.35	18.31	0.45			18.76		
Equipment	1338.62	115.93	29.45			145.38		
TOTAL NON-CASH OVERHEAD COSTS	1926.47	173.51	42.38			215.90		
TOTAL COSTS/ACRE						2433.97		
TOTAL COSTS/BOX						6.95		

U.C. COOPERATIVE EXTENSION

Table 13b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC SWEET CORN - INPUTS
CENTRAL COAST - 1992-1993

	Labor Rate: \$			Interest Rate:	
	8.71/hr.	machine labor		9.00%	
	8.24/hr.	non-machine labor			
=====					
	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost

OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:					
Pumped	29.00	acin	4.60	133.40	
Seed:					
Sweet Corn	10.00	lb	4.83	48.30	
Pest Control:					
Trichogramma Wasps	2.00	card	16.09	32.18	
Pheromone	15.00	farm	5.90	88.50	
Packing Materials:					
Box - Sweet Corn	350.00	box	1.18	413.00	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	15.75	15.75	
Labor (machine)	6.52	hrs	8.71	93.36	
Labor (non-machine)	74.95	hrs	8.24	617.59	
Fuel - Gas	11.66	gal	0.98	11.43	
Fuel - Diesel	21.97	gal	0.71	15.60	
Lube				4.06	
Machinery repair				21.07	
Interest on operating capital @	9.00%			28.92	

TOTAL OPERATING COSTS/ACRE				1767.40	
TOTAL OPERATING COSTS/BOX				5.05	

U.C. COOPERATIVE EXTENSION

ORGANIC SWEET CORN - CENTRAL COAST

Table 13b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	10.60	
Property Insurance	5.30	
Investment Repairs	6.25	
TOTAL CASH OVERHEAD COSTS/ACRE	450.67	

TOTAL CASH COSTS/ACRE	2218.07	
TOTAL CASH COSTS/BOX	6.34	

NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	145.38	
TOTAL NON-CASH OVERHEAD COSTS/ACRE	215.90	

TOTAL COSTS/ACRE	2433.97	
TOTAL COSTS/BOX	6.95	

=====		

U.C. COOPERATIVE EXTENSION

Table 13c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC SWEET CORN
CENTRAL COAST - 1992-1993

Beginning MAY 92	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	TOTAL
Ending APR 93	92	92	92	92	92	92	92	92	93	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List beds	11.05												11.05
Preirrigate	34.54												34.54
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Plant Corn		59.27											59.27
Irrigate		29.94	85.21	76.01									191.15
Cultivate 3X		7.76	11.84										19.60
Pest Management			137.16										137.16
Rodent Control (Trap)					16.48								16.48
Pickup Use					27.23								27.23
TOTAL CULTURAL COSTS	314.96	104.21	234.21	76.01	43.71								773.10
Harvest:													
Hand Pick & Pack					890.92								890.92
Equipment Use					2.99								2.99
Transport to Broker					47.91								47.91
TOTAL HARVEST COSTS					941.82								941.82
Assessments:													
Ca. St. Org. Reg. Fees					6.25								6.25
CCOF Inspection Fees					0.78								0.78
CCOF Membership Fees					0.78								0.78
CCOF .5% of Gross Sales					15.75								15.75
TOTAL ASSESSMENT COSTS					23.56								23.56

U.C. COOPERATIVE EXTENSION

MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC SWEET CORN

Table 13c. Continued

Beginning MAY 92	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	TOTAL
Ending APR 93	92	92	92	92	92	92	92	92	93	93	93	93	
Interest on oper. capital	2.36	3.14	4.90	5.47	13.04								28.92
TOTAL OPERATING COSTS/ACRE	317.32	107.35	239.11	81.48	1022.14								1767.40
TOTAL OPERATING COSTS/BOX	0.91	0.31	0.68	0.23	2.92								5.05
OVERHEAD:													
Land Rent					359.38								359.38
Office Expense	12.22	12.22	12.22	12.22	12.22								61.09
Liability Insurance					1.88								1.88
Sanitation Services					6.19								6.19
Property Taxes								10.60					10.60
Property Insurance								5.30					5.30
Investment Repairs	1.25	1.25	1.25	1.25	1.25								6.25
TOTAL CASH OVERHEAD COSTS	13.47	13.47	13.47	13.47	380.91			15.89					450.67
TOTAL CASH COSTS/ACRE	330.79	120.82	252.58	94.95	1403.04			15.89					2218.07
TOTAL CASH COSTS/BOX	0.95	0.35	0.72	0.27	4.01			0.05					6.34

U.C. COOPERATIVE EXTENSION

Table 14a. COSTS PER ACRE TO PRODUCE ORGANIC WINTER SQUASH (LARGE VARIETIES) - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 800.00 35 lb. boxes

Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Total Cost	Your Cost
Cultural:							
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08	
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89	
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40	
List beds	0.75	7.84	3.21	0.00	0.00	11.05	
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64	
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26	
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98	
Plant Squash	0.75	7.84	3.69	80.43	0.00	91.96	
Irrigate	8.40	69.22	0.00	82.80	0.00	152.02	
Cultivate 3X	1.50	15.68	7.61	0.00	0.00	23.28	
Hand Thin & Weed	18.25	150.38	0.00	0.00	0.00	150.38	
Pest Management 2X	0.40	4.18	1.83	60.30	0.00	66.31	
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48	
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23	
TOTAL CULTURAL COSTS	37.68	327.36	39.57	452.03	24.00	842.97	
Harvest:							
Field Harvest/Non-Machine Labor	80.00	659.20	0.00	0.00	0.00	659.20	
Grade & Pack	80.00	659.20	0.00	856.00	0.00	1515.20	
Equipment Use	0.20	2.09	1.12	0.00	0.00	3.21	
Transport to Broker	1.75	84.21	15.20	0.00	0.00	99.41	
TOTAL HARVEST COSTS	161.95	1404.70	16.32	856.00	0.00	2277.02	
Assessments:							
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25	
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78	
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78	
CCOF .5% of Gross Sales	0.00	0.00	0.00	32.00	0.00	32.00	
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	39.81	0.00	39.81	
Interest on operating capital @ 9.00%						47.75	
TOTAL OPERATING COSTS/ACRE		1732.06	55.90	1347.84	24.00	3207.54	
TOTAL OPERATING COSTS/BOX						4.01	

U.C. COOPERATIVE EXTENSION

ORGANIC WINTER SQUASH (LARGE VARIETIES) - CENTRAL COAST

Table 14a. continued

----- Cash and Labor Costs Per Acre -----

				Total Cost	Your Cost
<hr/>					
CASH OVERHEAD:					
Land Rent				359.38	
Office Expense				61.09	
Liability Insurance				1.88	
Sanitation Services				6.19	
Property Taxes				9.92	
Property Insurance				4.96	
Investment Repairs				6.25	

TOTAL CASH OVERHEAD COSTS				449.66	
<hr/>					
TOTAL CASH COSTS/ACRE				3657.21	
TOTAL CASH COSTS/BOX				4.57	
<hr/>					
NON-CASH OVERHEAD:	Per producing	----- Annual Cost -----			
Investment	Acres	Depreciation	Interest @ 4.00%		
	-----	-----	-----		
Buildings	62.50	1.88	1.38	3.25	
Fuel Tanks & Pumps	50.63	2.28	1.11	3.39	
Shop Tools	68.75	4.13	1.51	5.64	
Tool Carrier	76.25	3.43	1.68	5.11	
Irrigation Pipe	185.63	16.71	4.08	20.79	
Harvest Bins	117.50	10.57	2.58	13.16	
Irrigation Pipe Trailers	6.25	0.28	0.14	0.42	
Cover Crop	20.35	18.31	0.45	18.76	
Equipment	1216.04	104.71	26.75	131.46	
	-----	-----	-----	-----	
TOTAL NON-CASH OVERHEAD COSTS	1803.89	162.29	39.69	201.97	
<hr/>					
TOTAL COSTS/ACRE				3859.18	
TOTAL COSTS/BOX				4.82	
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U.C. COOPERATIVE EXTENSION

Table 14b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC WINTER SQUASH (LARGE VARIETIES) - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
=====					
OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:					
Pumped	21.50	acin	4.60	98.90	
Seed:					
Squash - Winter	3.00	lb	26.81	80.43	
Pest Control:					
Pyrellin EC	3.00	qt	20.10	60.30	
Packing Materials:					
Box - 35lb Squash	800.00	box	1.07	856.00	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	32.00	32.00	
Labor (machine)	7.30	hrs	8.71	100.13	
Labor (non-machine)	198.05	hrs	8.24	1631.93	
Fuel - Gas	11.66	gal	0.98	11.43	
Fuel - Diesel	24.77	gal	0.71	17.58	
Lube				4.36	
Machinery repair				22.48	
Interest on operating capital @	9.00%			47.75	

TOTAL OPERATING COSTS/ACRE				3207.54	
TOTAL OPERATING COSTS/BOX				4.01	

U.C. COOPERATIVE EXTENSION

ORGANIC WINTER SQUASH (LARGE VARIETIES) - CENTRAL COAST

Table 14b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	9.92	
Property Insurance	4.96	
Investment Repairs	6.25	
TOTAL CASH OVERHEAD COSTS/ACRE	449.66	
TOTAL CASH COSTS/ACRE	3657.21	
TOTAL CASH COSTS/BOX	4.57	
NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	131.46	
TOTAL NON-CASH OVERHEAD COSTS/ACRE	201.97	
TOTAL COSTS/ACRE	3859.18	
TOTAL COSTS/BOX	4.82	

U.C. COOPERATIVE EXTENSION

Table 14c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC WINTER SQUASH (LARGE VARIETIES)
CENTRAL COAST - 1992-1993

Beginning APR 92	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	TOTAL
Ending MAR 93	92	92	92	92	92	92	92	92	92	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation	3.26												3.26
Shape Beds		3.98											3.98
Plant Squash		91.96											91.96
Irrigate		25.34	25.34	50.67	50.67								152.02
Cultivate 3X		7.76	7.76	7.76									23.28
Hand Thin & Weed		150.38											150.38
Pest Management 2X		66.31											66.31
Rodent Control (Trap)						16.48							16.48
Pickup Use						27.23							27.23
TOTAL CULTURAL COSTS	311.32	345.73	33.10	58.43	50.67	43.71							842.97
Harvest:													
Field Harvest/Non-Machine Labor						659.20							659.20
Grade & Pack						1515.20							1515.20
Equipment Use						3.21							3.21
Transport to Broker						99.41							99.41
TOTAL HARVEST COSTS						2277.02							2277.02
Assessments:													
Ca. S. Org. Reg. Fees						6.25							6.25
CCOF Inspection Fees						0.78							0.78
CCOF Membership Fees						0.78							0.78
CCOF .5% of Gross Sales						32.00							32.00
TOTAL ASSESSMENT COSTS						39.81							39.81

U.C. COOPERATIVE EXTENSION

MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC WINTER SQUASH (LARGE VARIETIES)

Table 14c. Continued

Beginning APR 92	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	TOTAL
Ending MAR 93	92	92	92	92	92	92	92	92	92	93	93	93	
Interest on oper. capital	2.33	4.93	5.18	5.61	5.99	23.70							47.75
TOTAL OPERATING COSTS/ACRE	313.66	350.65	38.27	64.05	56.67	2384.24							3207.54
TOTAL OPERATING COSTS/BOX	0.39	0.44	0.05	0.08	0.07	2.98							4.01
OVERHEAD:													
Land Rent						359.38							359.38
Office Expense	10.18	10.18	10.18	10.18	10.18	10.18	10.18						61.09
Liability Insurance						1.88							1.88
Sanitation Services						6.19							6.19
Property Taxes									9.92				9.92
Property Insurance									4.96				4.96
Investment Repairs	1.04	1.04	1.04	1.04	1.04	1.04							6.25
TOTAL CASH OVERHEAD COSTS	11.22	11.22	11.22	11.22	11.22	378.66			14.88				449.66
TOTAL CASH COSTS/ACRE	324.88	361.88	49.50	75.27	67.89	2762.91			14.88				3657.21
TOTAL CASH COSTS/BOX	0.41	0.45	0.06	0.09	0.08	3.45			0.02				4.57

U.C. COOPERATIVE EXTENSION

Table 15a. COSTS PER ACRE TO PRODUCE ORGANIC SQUASH (SMALL VARIETIES) - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor Yield per Acre: 500.00 20 lb. boxes

Operation	Cash and Labor Costs per Acre						Total Cost	Your Cost
	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/Rent	Total Cost		
Cultural:								
Disc 4X	1.03	10.77	6.32	0.00	0.00	17.08		
Chisel 2X	1.00	10.45	5.44	0.00	0.00	15.89		
Compost Application	0.00	0.00	0.00	212.40	24.00	236.40		
List Beds	0.75	7.84	3.21	0.00	0.00	11.05		
Preirrigate	1.40	11.54	0.00	16.10	0.00	27.64		
Preplant Cultivation	0.20	2.09	1.17	0.00	0.00	3.26		
Shape Beds	0.25	2.61	1.37	0.00	0.00	3.98		
Plant Squash	0.75	7.84	3.69	80.43	0.00	91.96		
Irrigate	8.40	69.22	0.00	82.80	0.00	152.02		
Cultivate 3X	1.50	15.68	7.61	0.00	0.00	23.28		
Hand Thin & Weed	18.30	150.79	0.00	0.00	0.00	150.79		
Pest Management	0.40	4.18	1.83	60.30	0.00	66.31		
Rodent Control (Trap)	2.00	16.48	0.00	0.00	0.00	16.48		
Pickup Use	1.75	18.29	8.94	0.00	0.00	27.23		
TOTAL CULTURAL COSTS	37.73	327.77	39.57	452.03	24.00	843.38		
Harvest:								
Field Harvest/Non-Machine Labor	67.00	552.08	0.00	0.00	0.00	552.08		
Grade & Pack	67.00	552.08	0.00	320.00	0.00	872.08		
Equipment Use	0.20	2.09	1.12	0.00	0.00	3.21		
Transport to Broker	1.75	59.49	15.20	0.00	0.00	74.69		
TOTAL HARVEST COSTS	135.95	1165.74	16.32	320.00	0.00	1502.06		
Assessments:								
Ca. State Organic Registration Fees	0.00	0.00	0.00	6.25	0.00	6.25		
CCOF Inspection Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF Membership Fees	0.00	0.00	0.00	0.78	0.00	0.78		
CCOF .5% of Gross Sales	0.00	0.00	0.00	20.00	0.00	20.00		
TOTAL ASSESSMENT COSTS	0.00	0.00	0.00	27.81	0.00	27.81		
Interest on operating capital @ 9.00%						41.83		
TOTAL OPERATING COSTS/ACRE		1493.51	55.90	799.84	24.00	2415.09		
TOTAL OPERATING COSTS/BOX						4.83		

U.C. COOPERATIVE EXTENSION

ORGANIC WINTER SQUASH (SMALL VARIETIES) - CENTRAL COAST

Table 15a. continued

----- Cash and Labor Costs Per Acre -----				
			Total Cost	Your Cost
CASH OVERHEAD:				
Land Rent				359.38
Office Expense				61.09
Liability Insurance				1.88
Sanitation Services				6.19
Property Taxes				9.94
Property Insurance				4.97
Investment Repairs				6.25

TOTAL CASH OVERHEAD COSTS				449.69
TOTAL CASH COSTS/ACRE				2864.77
TOTAL CASH COSTS/BOX				5.73
NON-CASH OVERHEAD:				
	Per producing Acre	----- Annual Cost ----- Depreciation	Interest @ 4.00%	
Investment	-----	-----	-----	
Buildings	62.50	1.88	1.38	3.25
Fuel Tanks & Pumps	50.63	2.28	1.11	3.39
Shop Tools	68.75	4.13	1.51	5.64
Tool Carrier	76.25	3.43	1.68	5.11
Irrigation Pipe	185.63	16.71	4.08	20.79
Harvest Bins	117.50	10.57	2.58	13.16
Irrigation Pipe Trailers	6.25	0.28	0.14	0.42
Cover Crop	20.35	18.31	0.45	18.76
Equipment	1219.08	104.89	26.82	131.71
	-----	-----	-----	-----
TOTAL NON-CASH OVERHEAD COSTS	1806.93	162.47	39.75	202.22
TOTAL COSTS/ACRE				3067.00
TOTAL COSTS/BOX				6.13

U.C. COOPERATIVE EXTENSION

Table 15b. DETAIL OF COSTS PER ACRE TO PRODUCE ORGANIC WINTER SQUASH (SMALL VARIETIES) - INPUTS
CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
=====					
OPERATING COSTS					
Soil Amendments:					
Compost w/Gypsum	6.00	ton	35.40	212.40	
Custom:					
Spread Compost	6.00	ton	4.00	24.00	
Water:					
Pumped	21.50	acin	4.60	98.90	
Seed:					
Squash - Winter	3.00	lb	26.81	80.43	
Pest Control:					
Pyrellin EC	3.00	qt	20.10	60.30	
Packing Materials:					
Box - 20lb Squash	500.00	box	0.64	320.00	
Assessments:					
Ca. St. Org. Reg. Fees	1.00	acre	6.25	6.25	
CCOF Inspection Fees	1.00	acre	0.78	0.78	
CCOF Membership Fees	1.00	acre	0.78	0.78	
CCOF - .5% of Gross Sales	1.00	acre	20.00	20.00	
Labor (machine)	7.30	hrs	8.71	100.13	
Labor (non-machine)	169.10	hrs	8.24	1393.38	
Fuel - Gas	11.66	gal	0.98	11.43	
Fuel - Diesel	24.77	gal	0.71	17.58	
Lube				4.36	
Machinery repair				22.48	
Interest on operating capital @	9.00%			41.83	

TOTAL OPERATING COSTS/ACRE				2415.09	
TOTAL OPERATING COSTS/BOX				4.83	

U.C. COOPERATIVE EXTENSION

ORGANIC WINTER SQUASH (SMALL VARIETIES) - CENTRAL COAST

Table 15b. continued

	Cost/ Acre	Your Cost
CASH OVERHEAD COSTS:		
Land Rent	359.38	
Office Expense	61.09	
Liability Insurance	1.88	
Sanitation Services	6.19	
Property Taxes	9.94	
Property Insurance	4.97	
Investment Repairs	6.25	
TOTAL CASH OVERHEAD COSTS/ACRE	449.69	

TOTAL CASH COSTS/ACRE	2864.77	
TOTAL CASH COSTS/BOX	5.73	

NON-CASH OVERHEAD COSTS (DEPRECIATION & INTEREST):		
Buildings	3.25	
Fuel Tanks & Pumps	3.39	
Shop Tools	5.64	
Tool Carrier	5.11	
Irrigation Pipe	20.79	
Harvest Bins	13.16	
Irrigation Pipe Trailers	0.42	
Cover Crop	18.76	
Equipment	131.71	
TOTAL NON-CASH OVERHEAD COSTS/ACRE	202.22	

TOTAL COSTS/ACRE	3067.00	
TOTAL COSTS/BOX	6.13	

=====		

U.C. COOPERATIVE EXTENSION

Table 15c. MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC WINTER SQUASH (SMALL VARIETIES)
CENTRAL COAST - 1992-1993

Beginning APR 92	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	TOTAL
Ending MAR 93	92	92	92	92	92	92	92	92	92	93	93	93	
Cultural:													
Disc 4X	17.08												17.08
Chisel 2X	15.89												15.89
Compost Application	236.40												236.40
List Beds	11.05												11.05
Preirrigate	27.64												27.64
Preplant Cultivation		3.26											3.26
Shape Beds		3.98											3.98
Plant Squash		91.96											91.96
Irrigate		25.34	25.34	50.67	50.67								152.02
Cultivate 3X		7.76	7.76	7.76									23.28
Hand Thin & Weed		150.79											150.79
Pest Management		66.31											66.31
Rodent Control (Trap)						16.48							16.48
Pickup Use						27.23							27.23
TOTAL CULTURAL COSTS	308.06	349.40	33.10	58.43	50.67	43.71							843.38
Harvest:													
Field Harvest/Non-Machine Labor						552.08							552.08
Grade & Pack						872.08							872.08
Equipment Use						3.21							3.21
Transport to Broker						74.69							74.69
TOTAL HARVEST COSTS						1502.06							1502.06
Assessments:													
Ca. St. Org. Reg. Fees						6.25							6.25
CCOF Inspection Fees						0.78							0.78
CCOF Membership Fees						0.78							0.78
CCOF .5% of Gross Sales						20.00							20.00
TOTAL ASSESSMENT COSTS						27.81							27.81

U.C. COOPERATIVE EXTENSION

MONTHLY CASH COSTS PER ACRE TO PRODUCE ORGANIC WINTER SQUASH (SMALL VARIETIES)

Table 15c. Continued

Beginning APR 92	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	TOTAL
Ending MAR 93	92	92	92	92	92	92	92	92	92	93	93	93	
Interest on oper. capital	2.31	4.93	5.18	5.62	6.00	17.80							41.83
TOTAL OPERATING COSTS/ACRE	310.37	354.33	38.28	64.05	56.67	1591.39							2415.09
TOTAL OPERATING COSTS/BOX	0.62	0.71	0.08	0.13	0.11	3.18							4.83
OVERHEAD:													
Land Rent						359.38							359.38
Office Expense	10.18	10.18	10.18	10.18	10.18	10.18	10.18						61.09
Liability Insurance						1.88							1.88
Sanitation Services						6.19							6.19
Property Taxes									9.94				9.94
Property Insurance									4.97				4.97
Investment Repairs	1.04	1.04	1.04	1.04	1.04	1.04							6.25
TOTAL CASH OVERHEAD COSTS	11.22	11.22	11.22	11.22	11.22	378.66			14.91				449.69
TOTAL CASH COSTS/ACRE	321.59	365.56	49.50	75.27	67.89	1970.05			14.91				2864.77
TOTAL CASH COSTS/BOX	0.64	0.73	0.10	0.15	0.14	3.94			0.03				5.73

U.C. COOPERATIVE EXTENSION

Table 16a. COSTS PER ACRE TO PRODUCE A BARLEY COVER CROP - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor

Operation	Cash and Labor Costs per Acre						Total	Your
Operation	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/ Rent	Total Cost	Cost	
Cultural:								
Disc 1X	0.23	2.39	1.43	0.00	0.00	3.82		
Chisel 1X	0.50	5.23	2.72	0.00	0.00	7.94		
Disc 2X	0.46	4.79	2.86	0.00	0.00	7.65		
Drill Barley Seed	0.25	2.61	1.72	18.75	0.00	23.08		
Irrigate Up	1.40	11.54	0.00	13.80	0.00	25.34		
Mow Cover Crop	0.30	3.13	1.47	0.00	0.00	4.59		
TOTAL CULTURAL COSTS	3.14	29.68	10.19	32.55	0.00	72.43		
Interest on operating capital @ 9.00%							3.09	
TOTAL OPERATING COSTS/ACRE		29.68	10.19	32.55	0.00	75.51		

U.C. COOPERATIVE EXTENSION

Table 16b. DETAIL OF COSTS PER ACRE TO PRODUCE A BARLEY COVER CROP - INPUTS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS					
Seed:					
Barley	75.00	lb	0.25	18.75	
Water:					
Pumped	3.00	acin	4.60	13.80	
Labor (machine)	2.08	hrs	8.71	18.14	
Labor (non-machine)	1.40	hrs	8.24	11.54	
Fuel - Diesel	7.22	gal	0.71	5.13	
Lube				0.77	
Machinery repair				4.29	
Interest on operating capital @ 9.00%				<u>3.09</u>	
TOTAL OPERATING COSTS/ACRE				75.51	

U.C. COOPERATIVE EXTENSION

Table 16c. MONTHLY CASH COSTS PER ACRE TO PRODUCE A BARLEY COVER CROP
CENTRAL COAST - 1992-1993

Beginning OCT 92	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
Ending SEP 93	92	92	92	93	93	93	93	93	93	93	93	93	
Cultural:													
Disc 1X	3.82												3.82
Chisel 1X	7.94												7.94
Disc 2X	7.65												7.65
Drill Barley Seed	23.08												23.08
Irrigate Up	25.34												25.34
Mow Cover Crop						4.59							4.59
TOTAL CULTURAL COSTS	67.83					4.59							72.43
Interest on oper. capital	0.51	0.51	0.51	0.51	0.51	0.54							3.09
TOTAL OPERATING COSTS/ACRE	68.34	0.51	0.51	0.51	0.51	5.14							75.51

U.C. COOPERATIVE EXTENSION

Table 17a. COSTS PER ACRE TO PRODUCE A VETCH COVER CROP - OPERATIONS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor

Operation	Cash and Labor Costs per Acre					Total Cost	Your Cost
	Time (Hrs/A)	Labor Cost	Fuel & Repairs	Material Cost	Custom/Rent		
Cultural:							
Disc 1X	0.23	2.39	1.43	0.00	0.00	3.82	
Chisel 1X	0.50	5.23	2.72	0.00	0.00	7.94	
Disc 2X	0.46	4.79	2.86	0.00	0.00	7.65	
Drill Vetch Seed	0.25	2.61	1.72	30.00	0.00	34.33	
Irrigate Up	1.40	11.54	0.00	13.80	0.00	25.34	
Mow Cover Crop	0.30	3.13	1.47	0.00	0.00	4.59	
TOTAL CULTURAL COSTS	3.14	29.68	10.19	43.80	0.00	83.68	
Interest on operating capital @ 9.00%							3.59
TOTAL OPERATING COSTS/ACRE		29.68	10.19	43.80	0.00		87.27

Table 17b. DETAIL OF COSTS PER ACRE TO PRODUCE A VETCH COVER CROP - INPUTS

CENTRAL COAST - 1992-1993

Labor Rate: \$ 8.71/hr. machine labor Interest Rate: 9.00%
 \$ 8.24/hr. non-machine labor

	Quantity/Acre	Unit	Price or Cost/Unit	Value or Cost/Acre	Your Cost
OPERATING COSTS					
Seed:					
'Lana' Woolypod Vetch	40.00	lb	0.75	30.00	
Water:					
Pumped	3.00	acin	4.60	13.80	
Labor (machine)	2.08	hrs	8.71	18.14	
Labor (non-machine)	1.40	hrs	8.24	11.54	
Fuel - Diesel	7.22	gal	0.71	5.13	
Lube				0.77	
Machinery repair				4.29	
Interest on operating capital @ 9.00%				<u>3.59</u>	
TOTAL OPERATING COSTS/ACRE				87.27	

U.C. COOPERATIVE EXTENSION

Table 17c. MONTHLY CASH COSTS PER ACRE TO PRODUCE A VETCH COVER CROP
CENTRAL COAST - 1992-1993

Beginning	OCT 92	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
Ending	SEP 93	92	92	92	93	93	93	93	93	93	93	93	93	
Cultural:														
Disc 1X		3.82												3.82
Chisel 1X		7.94												7.94
Disc 2X		7.65												7.65
Drill Vetch Seed		34.33												34.33
Irrigate Up		25.34												25.34
Mow Cover Crop							4.59							4.59
TOTAL CULTURAL COSTS		79.08					4.59							83.68
Interest on oper. capital		0.59	0.59	0.59	0.59	0.59	0.63							3.59
TOTAL OPERATING COSTS/ACRE		79.68	0.59	0.59	0.59	0.59	5.22							87.27

Table 18. Yield and Return Ranges should be added here (Not Available)

U.C. COOPERATIVE EXTENSION
 Table 19. WHOLE FARM ANNUAL EQUIPMENT, INVESTMENT, AND BUSINESS OVERHEAD COSTS
 FOR A DIVERSIFIED ORGANIC VEGETABLE OPERATION
 CENTRAL COAST - 1992-1993
 WHOLE FARM ANNUAL EQUIPMENT COSTS

Yr	Description	- Non-Cash Over.		- Cash Overhead -			Taxes	Total
		Price	Yrs Life	Depre- ciation	Interest	Insur- ance		
<u>All Crops</u>								
92	60 HP 2WD Tractor	28023	12	2101.75	616.50	77.06	154.13	2949.44
92	75 HP 4WD Tractor	36250	12	2718.75	797.50	99.69	199.37	3815.31
92	85 HP 4WD Tractor	35200	12	2640.00	774.40	96.80	193.60	3704.80
92	Bed Shaper - 4 Bed	5657	15	339.47	124.44	15.56	31.11	510.58
92	Chisel - Heavy 10'	3325	15	199.47	73.16	9.15	18.29	300.07
92	Cultivator Sled #1	3294	15	197.67	72.46	9.06	18.11	297.30
92	Cultivator Sled #2	3294	15	197.67	72.46	9.06	18.11	297.30
92	Disc - Offset 10'	8150	15	489.00	179.30	22.41	44.82	735.53
92	Disc - Offset 8'	6970	15	418.20	153.34	19.17	38.34	629.05
92	Lister - 4 Row	3300	15	198.00	72.60	9.07	18.15	297.82
92	Pickup Truck - 1/2	17655	7	2269.86	388.42	48.55	97.11	2803.94
92	Rolling Cult.4 Row	8050	15	483.00	177.10	22.14	44.27	726.51
92	Truck - 2 Ton	31800	7	4088.57	699.60	87.45	174.90	5050.52
<u>Multiple Crops</u>								
92	Flame Weeder	2500	10	225.00	55.00	6.88	13.75	300.63
92	Forklift - 3 PT	325	15	19.53	7.14	0.89	1.78	29.34
92	Planter-2Row/Large	1395	7	179.43	30.68	3.83	7.67	221.61
92	Planter-2Row/Small	2520	7	324.00	55.44	6.93	13.86	400.23
92	Sprayer-200gal-14'	2875	10	258.80	63.24	7.90	15.81	345.75
92	Trailer - Harvest	13400	15	804.00	294.80	36.85	73.70	1209.35
92	Transplanter 4 Row	9110	7	1171.29	200.42	25.05	50.10	1446.86
<u>Onions</u>								
92	Onion Sorter/Sizer	23600	15	1416.00	519.20	64.90	129.80	2129.90
92	Undercutter/Onions	1500	15	90.00	33.00	4.13	8.25	135.38
<u>Garlic</u>								
92	Bed Roller	1000	15	60.00	22.00	2.75	5.50	90.25
<u>Cover Crops</u>								
92	Grain Drill - 12'	14600	7	1877.14	321.20	40.15	80.30	2318.79
92	Mower - Flail 10'	5628	10	506.50	123.82	15.48	30.95	676.75
TOTAL		269421		23273.10	5927.22	740.91	1481.78	31423.01
35% of New Cost *		94297		8145.59	2074.53	259.32	518.62	10998.05

* Used to reflect a mix of new and used equipment.

U.C. COOPERATIVE EXTENSION

DIVERSIFIED ORGANIC VEGETABLE OPERATION

Table 19. continued

WHOLE FARM ANNUAL INVESTMENT COSTS

=====									
- Non-Cash Over. - ----- Cash Overhead -----									
Yr	Description	Price	Yrs Life	Depre- ciation	Interest	Insur- ance	Taxes	Repairs	Total

INVESTMENT									
	Buildings	10000	30	300.00	220.00	27.50	55.00	100.00	702.50
	Cover Crop	3256	1	2930.00	71.64	8.96	17.91	0.00	3028.51
	Fuel Tanks & Pumps	8100	20	364.50	178.20	22.28	44.55	125.00	734.53
	Harvest Bins	18800	10	1692.00	413.60	51.70	103.40	50.00	2310.70
	Irrigation Pipe Trailers	1000	20	45.00	22.00	2.75	5.50	25.00	100.25
	Irrigation Pipe	29700	10	2673.00	653.40	81.67	163.35	500.00	4071.42
	Shop Tools	11000	15	660.00	242.00	30.25	60.50	100.00	1092.75
	Tool Carrier	12200	20	549.00	268.40	33.55	67.10	100.00	1018.05

	TOTAL INVESTMENT	94056		9213.50	2069.24	258.66	517.31	1000.00	13058.71

=====									

ANNUAL BUSINESS OVERHEAD COSTS

=====					
Description	Units/ Farm	Unit	Price/ Unit	Total Cost	

Ca. St. Org. Reg. Fees	1.00	year	1000.00	1000.00	
CCOF Inspection Fees	1.00	year	125.00	125.00	
CCOF Membership Fees	1.00	year	125.00	125.00	
Land Rent	115.00	acre	500.00	57500.00	
Liability Insurance	1.00	year	300.00	300.00	
Office Expense	115.00	acre	85.00	9775.00	
Sanitation Facility	1.00	year	990.00	990.00	
=====					

U.C. COOPERATIVE EXTENSION
 Table 20. HOURLY EQUIPMENT COSTS
 FOR A DIVERSIFIED ORGANIC VEGETABLE OPERATION
 CENTRAL COAST - 1992-1993

Yr	Description	COSTS PER HOUR								Total Costs/Hr.
		Actual Hours Used	-Non-Cash Depre- ciation	Over- Interest	- Cash Insur- ance	Overhead Taxes	Operating Repairs	Fuel & Lube	Total Oper.	
<u>All Crops</u>										
92	60 HP 2WD Tractor	425.8	1.73	0.51	0.06	0.13	0.98	2.41	3.39	5.81
92	75 HP 4WD Tractor	435.5	2.19	0.64	0.08	0.16	1.06	3.05	4.11	7.17
92	85 HP 4WD Tractor	470.9	1.96	0.58	0.07	0.14	1.03	3.41	4.44	7.19
92	Bed Shaper - 4 Row	39.7	2.99	1.10	0.14	0.27	0.95	0.00	0.95	5.44
92	Chisel - Heavy 10'	180.0	0.39	0.14	0.02	0.04	0.56	0.00	0.56	1.14
92	Cultivator Sled #1	149.0	0.46	0.17	0.02	0.04	0.55	0.00	0.55	1.25
92	Cultivator Sled #2	141.5	0.49	0.18	0.02	0.04	0.55	0.00	0.55	1.29
92	Disc - Offset 10'	100.7	1.70	0.62	0.08	0.16	1.36	0.00	1.36	3.92
92	Disc - Offset 8'	91.5	1.60	0.59	0.07	0.15	1.17	0.00	1.17	3.58
92	Lister - 4 Row	120.2	0.58	0.21	0.03	0.05	0.55	0.00	0.55	1.42
92	Pickup Truck - 1/2	280.0	2.84	0.49	0.06	0.12	1.82	3.29	5.11	8.61
92	Rolling Cult.4 Row	36.0	4.70	1.72	0.22	0.43	1.35	0.00	1.35	8.41
92	Truck - 2 Ton	285.0	5.02	0.86	0.11	0.21	4.46	4.23	8.69	14.89
<u>Multiple Crops</u>										
92	Flame Weeder	24.5	3.21	0.79	0.10	0.20	0.00	13.52	13.52	17.81
92	Forklift - 3 PT	7.0	0.98	0.36	0.04	0.09	0.00	0.00	0.00	1.47
92	Planter-2Row/Large	49.0	1.28	0.22	0.03	0.05	0.41	0.00	0.41	1.99
92	Planter-2Row/Small	34.2	3.31	0.57	0.07	0.14	0.73	0.00	0.73	4.82
92	Sprayer-200gal-14'	35.0	2.59	0.63	0.08	0.16	0.84	0.00	0.84	4.30
92	Trailer - Harvest	24.0	11.73	4.30	0.54	1.07	1.88	0.00	1.88	19.52
92	Transplanter 4 Row	105.0	3.90	0.67	0.08	0.17	2.66	0.00	2.66	7.49
<u>Onions</u>										
92	Onion Sorter/Sizer	45.0	11.01	4.04	0.50	1.01	0.00	0.00	0.00	16.57
92	Undercutter/Onions	11.3	2.80	1.03	0.13	0.26	0.25	0.00	0.25	4.46
<u>Garlic</u>										
92	Bed Roller	3.8	5.60	2.05	0.26	0.51	0.17	0.00	0.17	8.59
<u>Cover Crops</u>										
92	Grain Drill - 12'	10.0	65.70	11.24	1.41	2.81	3.15	0.00	3.15	84.31
92	Mower - Flail 10'	11.4	15.52	3.79	0.47	0.95	1.18	0.00	1.18	21.92

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