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# **Davis County Crop Production Costs and Returns, 2012**

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#### Introduction

Sample costs and returns to establish and produce alfalfa hay, corn (silage), and wheat under flood irrigation in Davis County, Utah are presented in this publication. This publication is intended to be a guide used to make production decisions, determine potential returns and prepare business and marketing plans. The practices described are not the recommendations of Utah State University, but rather the production practices and materials considered typical of a well-managed farm in the region, as determined by producer survey results from 2012. Costs, materials, and practices are not applicable to all situations as management and cultural practices vary among growers within the region. The "*Your Farm*" column in all tables is provided for your use.

**Farm.** The representative farm consists of 200 acres of land on which 75 acres are cultivated for alfalfa production, 75 acres for wheat production, and 50 acres for corn silage production. The market value in 2012 was approximately \$75,000 per acre for agricultural land in Davis County with water rights.

**Crop Pricing.** Four-year average pricing (2006-2010) for alfalfa hay is \$125/ton, wheat \$6.90/bu, and corn (silage) \$34.60/ton (UDAF, 2011).

**Owner Labor.** Owner is provided \$25,000 annually for the 200 acre farm, or \$125/acre.

**Hired Labor.** Hired labor is paid \$12/hr for an annual cost of \$5,000 for the 200 acre farm, or \$25/acre.

**Irrigation System.** Flood irrigation system is used for all crops.

**Cash Overhead.** Cash overhead consists of various cash expenses paid out during the year. These costs include property taxes, interest, office expenses, liability, property insurance, and accounting/legal costs, as well as investment/machinery repairs.

**Property Taxes**. Property taxes in Utah differ across counties. For the purposes of this publication, property taxes on buildings are calculated at 1 percent of the average asset value of the property. Property taxes on land should be taken into consideration, but are not included here.

*Insurance*. Insurance on farm investments vary, depending on the assets included and the amount of coverage. Property insurance provides coverage for property loss at .666 percent of the average asset value. Liability and crop insurance covers accidents and crop loss on the 200 acre farm at an annual cost of \$1,500.

*Fuel and Lube*. The fuel and lube for machinery and vehicles is calculated at 8 percent of the average asset value.

*Investment Repairs.* Annual repairs on all farm investments or capital recovery items that require maintenance are calculated at 2 percent of the average asset value for buildings, improvements, and equipment and 7 percent of the average asset value for machinery and vehicles.

*Office & Travel*. Office and travel costs are estimated at \$2,000 for an average year for the 200 acre farm. These expenses include office supplies, telephone service, Internet service, and travel expenses to educational seminars.

Accounting & Legal. Annual accounting and legal costs are estimated at \$1,000 for an average year for the 200 acre farm.

**Capital Recovery.** Capital recovery costs are the annual depreciation (opportunity cost) of all farm investments. Capital recovery costs are calculated using straight line depreciation. All equipment listed is new unless otherwise noted. For used machinery the price is calculated as one-half of the new purchase price and useful life is two-thirds that of new machinery (Painter, 2011).

**Salvage Value.** Salvage value is 10 percent of the purchase price, which is an estimate of the remaining value of an investment at the end of its useful life. The salvage value for land is the purchase price, as land does not normally depreciate.

#### **Average Asset Value Computation**

 $(\frac{\text{Purchase Price + Salvage Value}}{2})$ 

#### **Straight Line Depreciation Computation**

(Purchase Price - Salvage Value) Useful Life)

#### References

- Painter, Kathleen (2011). The Costs of Owning and Operating Farm Machinery in the Pacific Northwest 2011. A Pacific Northwest Publication #346. University of Idaho, Washington State University, and Oregon State University.
- Utah Department of Agriculture and Food (2011). 2011 Utah Agriculture Statistics and Utah Department of Agriculture and Food Annual Report.

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# Table 1: Davis County Alfalfa Hay Establishment Costs, 75 acres, 2012.

Table 1: Davis County Allana	ole 1: Davis County Alfalfa Hay Establishment Costs, 75 acres, 2012.													
			Р	rice/Cost		Total	Со	st/Value	Your					
	Total Units	Unit		Per Unit	C	Cost/Value		er Acre	Farm					
OPERATING COSTS														
Insecticide	75.00	Acre	\$	-	\$	-	\$	-						
Herbicide	75.00	Acre	\$	20.00	\$	1,500.00	\$	20.00						
Fertilizer	75.00	Acre	\$	125.00	\$	9,375.00	\$	125.00						
Festing (Soil & Forage)	1.00	Annual	\$	20.00	\$	20.00	\$	0.27						
rrigation	75.00	Acre	\$	135.00	\$	10,125.00	\$	135.00						
Alfalfa Seed	75.00	Acre	\$	120.00	\$	9,000.00	\$	120.00						
Labor	75.00	Acre	\$	25.00	\$	1,875.00	\$	25.00						
Operator Labor	75.00	Acre	\$	125.00	\$	9,375.00	\$	125.00						
Fuel & Lube	1.00	Annual	\$	7,274.08	\$	7,274.08	\$	96.99						
Vaintenance	1.00	Annual	\$	7,228.32	\$	7,228.32	\$	96.38						
Jtilities	1.00	Annual	\$	300.00	\$	300.00	\$	4.00						
Viscellaneous	75.00	Acre	\$	5.00	\$	375.00	\$	5.00						
we contained at	10.00	71010	Ψ	0.00	Ψ	0/0.00	Ψ	0.00						
TOTAL OPERATING COSTS					\$	56,447.40	\$	752.63						
							-							
OWNERSHIP COSTS														
CASH OVERHEAD COSTS														
Liability/Crop Insurance					\$	570.00	\$	7.60						
Accounting & Legal					\$	380.00	\$	5.07						
Office & Travel					\$	760.00	\$	10.13						
Annual Investment Insurance					\$	893.11	\$	11.91						
Annual Investment Taxes					\$	400.40	\$	5.34						
TOTAL CASH OVERHEAD COS	TS				\$	3,003.51	\$	40.05						
NONCASH OVERHEAD COSTS	(Capital Recovery	)												
Buildings, Improvements, & Equi	pment				\$	1,980.00	\$	26.40						
Machinery & Vehicles					\$	18,639.94	\$	248.53						
TOTAL NONCASH OVERHEAD	COSTS				\$	20,619.94	\$	274.93						
						,								
TOTAL OWNERSHIP COSTS					\$	23,623.46	\$	314.98						
TOTAL COSTS					\$	80,070.86	\$	1,067.61						
	0.00	Terre	ሱ	405.00	¢		ሱ	750.00						
Alfalfa Hay	6.00	Tons	\$	125.00	\$	56,250.00	\$	750.00						
TOTAL GROSS INCOME					\$	56,250.00	\$	750.00						
TOTAL ESTABLISHMENT INVE	STMENT				\$	23,820.86	\$	317.61						
					Ψ	20,020.00	Ψ	517.01						

	Total Units	Unit	rice/Cost Per Unit	Ć	Total cost/Value		Total ost/Value er Acre	Your Farm
GROSS INCOME								
Alfalfa Hay	8.00	Tons	\$ 125.00	\$	75,000.00	\$	1,000.00	
TOTAL GROSS INCOME				\$	75,000.00	¢	1,000.00	
				Ψ	70,000.00	Ψ	1,000.00	
OPERATING COSTS								
Insecticide	75.00	Acre	\$ -	\$	-	\$	-	
Herbicide	75.00	Acre	\$ 20.00	\$	1,500.00	\$	20.00	
Fertilizer	75.00	Acre	\$ 125.00	\$	9,375.00	\$	125.00	
Testing (Soil & Forage)	1.00	Annual	\$ 20.00	\$	20.00	\$	0.27	
Irrigation	75.00	Acre	\$ 135.00	\$	10,125.00	\$	135.00	
Labor	75.00	Acre	\$ 25.00	\$	1,875.00	\$	25.00	
Operator Labor	75.00	Acre	\$ 125.00	\$	9,375.00	\$	125.00	
Fuel & Lube	1.00	Annual	\$ 7,274.08	\$	7,274.08	\$	96.99	
Maintenance	1.00	Annual	\$ 7,228.32	\$	7,228.32	\$	96.38	
Utilities	1.00	Annual	\$ 300.00	\$	300.00	\$	4.00	
Miscellaneous	75.00	Acre	\$ 5.00	\$	375.00	\$	5.00	
TOTAL OPERATING COSTS				\$	47,447.40	\$	632.63	
INCOME ABOVE OPERATIN				φ \$	27,552.60	\$	367.37	
OWNERSHIP COSTS CASH OVERHEAD COSTS Liability/Crop Insurance				\$	570.00	\$	7.60	
Accounting & Legal				\$	380.00	\$	5.07	
Office & Travel				\$	760.00	\$	10.13	
Annual Investment Insurance				\$	893.11	\$	11.91	
Annual Investment Taxes				\$	400.40	\$	5.34	
TOTAL CASH OVERHEAD C	OSTS			\$	3,003.51	\$	40.05	
	STS (Capital Bac							
NONCASH OVERHEAD COS		,overy)		ድ	E 202 00	ድ	71 77	
Buildings, Improvements, & E	quipment			\$	5,382.98		71.77	
Machinery & Vehicles				\$	18,639.94	\$	248.53	
TOTAL NONCASH OVERHEA	AD COSTS			\$	24,022.92	\$	320.31	
TOTAL OWNERSHIP COSTS	3			\$	27,026.43	\$	360.35	
TOTAL COSTS				\$	74,473.83	\$	992.98	
	1			¢	526 17	¢	7.02	
NET PROJECTED RETURNS				\$	526.17	\$	7.02	

# Table 2: Davis County Alfalfa Hay Production Costs and Returns, 75 acres, 2012.

### Table 3: Alfalfa Hay Production Investment Summary.

Description	Pure	chase Price	Percentage Use	Useful Life Purchase Price (Yrs)		s	Salvage Value		nnual Capital Recovery		Annual Insurance		Annual Taxes	Annual Repairs	Ar	nual Fuel & Lube
Buildings, Improvements, and I	Equipmen	ıt														
Land	\$ 15	5,000,000.00	38%	\$ 5,700,000.00	150.00	\$	5,700,000.00	\$	-	\$	-		TBD	\$ -	\$	-
Shop (40X40) & Tools	\$	60,000.00	38%	\$ 22,800.00	40.00	\$	2,280.00	\$	513.00	\$	83.52	\$	125.40	\$ 250.80	\$	-
Hay Barn (50X100)	\$	50,000.00	100%	\$ 50,000.00	40.00	\$	5,000.00	\$	1,125.00	\$	183.15	\$	275.00	\$ 550.00	\$	-
Implements	\$	15,000.00	38%	\$ 5,700.00	15.00	\$	570.00	\$	342.00	\$	20.88	\$	-	\$ 62.70	\$	-
Alfalfa Establishment	\$	23,820.86	100%	\$ 23,820.86	7.00	\$	-	\$	3,402.98	\$	-	\$	-	\$ -	\$	-
Sub Total Pre-Establishment	\$ 15	5,125,000.00		\$ 5,778,500.00		\$	5,707,850.00	\$	1,980.00	\$	287.55	\$	400.40	\$ 863.50	\$	-
Sub Total Post-Establishment	\$ 15	5,148,820.86		\$ 5,802,320.86		\$	5,707,850.00	\$	5,382.98	\$	287.55	\$	400.40	\$ 863.50	\$	-
Machinery and Vehicles																
2 - 85 HP Tractor (used)	\$	50,000.00	38%	\$ 19,000.00	10.00	\$	1,900.00	\$	1,710.00	\$	69.60	\$	-	\$ 731.50	\$	836.00
2 - 125 HP Tractor (used)	\$	90,000.00	38%	\$ 34,200.00	10.00	\$	3,420.00	\$	3,078.00	\$	125.27	\$	-	\$ 1,316.70	\$	1,504.80
185 HP Tractor (used)	\$	74,000.00	38%	\$ 28,120.00	10.00	\$	2,812.00	\$	2,530.80	\$	103.00	\$	-	\$ 1,082.62	\$	1,237.28
Sw ather (used)	\$	35,000.00	100%	\$ 35,000.00	7.00	\$	3,500.00	\$	4,500.00	\$	128.21	\$	-	\$ 1,347.50	\$	1,540.00
Bale Wagon (used)	\$	20,000.00	100%	\$ 20,000.00	7.00	\$	2,000.00	\$	2,571.43	\$	73.26	\$	-	\$ 770.00	\$	880.00
Harrow (used)	\$	20,000.00	50%	\$ 10,000.00	7.00	\$	1,000.00	\$	1,285.71	\$	36.63	\$	-	\$ 385.00	\$	440.00
4-Wheeler	\$	10,000.00	38%	\$ 3,800.00	5.00	\$	380.00	\$	684.00	\$	13.92	\$	-	\$ 146.30	\$	167.20
3/4 Ton Pickup	\$	40,000.00	38%	\$ 15,200.00	6.00	\$	1,520.00	\$	2,280.00	\$	55.68	\$	-	\$ 585.20	\$	668.80
Sub Total				\$ 165,320.00		\$	16,532.00	\$	18,639.94	\$	605.57	\$	-	\$ 6,364.82	\$	7,274.08
Total				\$ 5,967,640.86		\$	5,724,382.00	\$	24,022.92	\$	893.11	\$	400.40	\$ 7,228.32	\$	7,274.08

Table 4: Davis County W	Total Units	Unit	Р	rice/Cost Per Unit		Total ost/Value	Co	Total ost/Value er Acre	Your Farm
- GROSS INCOME									
Wheat	130.00	Bushels	\$	6.90	\$	67,275.00	\$	897.00	
TOTAL GROSS INCOME					\$	67,275.00	\$	897.00	
OPERATING COSTS									
Insecticide	75.00	Acre	\$	-	\$	-	\$	-	
Herbicide	75.00	Acre	\$	25.00	\$	1,875.00	\$	25.00	
Fertilizer	75.00	Acre	\$	140.00	\$	10,500.00	\$	140.00	
Custom Harvest/Haul	75.00	Acre	\$	75.00	\$	5,625.00	\$	75.00	
Testing (Soil)	1.00	Annual	\$	20.00	\$	20.00	\$	0.27	
Seed	75.00	Acre	\$	35.00	\$	2,625.00	\$	35.00	
Irrigation	75.00	Acre	\$	135.00	\$	10,125.00	\$	135.00	
Labor	75.00	Acre	\$	25.00	\$	1,875.00	\$	25.00	
Operator Labor	75.00	Acre	\$	125.00	\$	9,375.00	\$	125.00	
Fuel & Lube	1.00	Annual	\$	4,854.08	\$	4,854.08	\$	64.72	
Maintenance	1.00	Annual	\$	4,560.82	\$	4,560.82	\$	60.81	
Utilities	1.00	Annual	\$	300.00	\$	300.00	\$	4.00	
Miscellaneous	75.00	Acre	\$	5.00	\$	375.00	\$	5.00	
TOTAL OPERATING COSTS	3				\$	52,109.90	\$	694.80	
INCOME ABOVE OPERATI	NG COSTS				\$	15,165.10	\$	202.20	
OWNERSHIP COSTS CASH OVERHEAD COSTS									
Liability/Crop Insurance					\$	380.00	\$	5.07	
Accounting & Legal					\$	570.00	\$	7.60	
Office & Travel					\$	760.00	\$	10.13	
Annual Investment Insurance	e				\$	508.50	\$	6.78	
Annual Investment Taxes					\$	125.40	\$	1.67	
TOTAL CASH OVERHEAD	COSTS				\$	2,343.90	\$	31.25	
NONCASH OVERHEAD CC	STS (Capital F	Recovery)							
Buildings, Improvements, &					\$	855.00	\$	11.40	
Machinery & Vehicles						11,568.51		154.25	
TOTAL NONCASH OVERHE	EAD COSTS				\$	12,423.51	\$	165.65	
TOTAL OWNERSHIP COST	S				\$	14,767.41	\$	196.90	
TOTAL COSTS					\$	66,877.31	\$	891.70	
	e				¢	207 60	¢	E 20	
NET PROJECTED RETURN	3				\$	397.69	\$	5.30	

# Table 4: Davis County Wheat Production Costs and Returns, 75 acres, 2012.

### Table 5: Wheat Production Investment Summary.

Table 5: Wheat Production Investi	men	i Summar	·						Annual				
Description	Pur	chase Price	Percentage Use		Purchase Price	Useful Life (Yrs)	Sa	lvage Value	Capital ecovery	Annual surance	Annual Taxes	Annual Repairs	 nual Fuel & Lube
						( - )				 			
Buildings, Improvements, and Equipment													
Land	\$ 15	5,000,000.00	38%	\$ 5	5,700,000.00	150.00	\$	5,700,000.00	\$ -	\$ -	TBD	\$ -	\$ -
Shop (40X40) & Tools	\$	60,000.00	38%	\$	22,800.00	40.00	\$	2,280.00	\$ 513.00	\$ 83.52	\$ 125.40	\$ 250.80	\$ -
Hay Barn (50X100)	\$	50,000.00	0%	\$	-	40.00	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -
Implements	\$	15,000.00	38%	\$	5,700.00	15.00	\$	570.00	\$ 342.00	\$ 20.88	\$ -	\$ 62.70	\$ -
Sub Total				\$ {	5,728,500.00	NA	\$	5,702,850.00	\$ 855.00	\$ 104.40	\$ 125.40	\$ 313.50	\$ -
Machinery and Vehicles													
2 - 85 HP Tractor (used)	\$	50,000.00	38%	\$	19,000.00	10.00	\$	1,900.00	\$ 1,710.00	\$ 69.60	\$ -	\$ 731.50	\$ 836.00
2 - 125 HP Tractor (used)	\$	90,000.00	38%	\$	34,200.00	10.00	\$	3,420.00	\$ 3,078.00	\$ 125.27	\$ -	\$ 1,316.70	\$ 1,504.80
185 HP Tractor (used)	\$	74,000.00	38%	\$	28,120.00	10.00	\$	2,812.00	\$ 2,530.80	\$ 103.00	\$ -	\$ 1,082.62	\$ 1,237.28
Harrow (used)	\$	20,000.00	50%	\$	10,000.00	7.00	\$	1,000.00	\$ 1,285.71	\$ 36.63	\$ -	\$ 385.00	\$ 440.00
4-Wheeler	\$	10,000.00	38%	\$	3,800.00	5.00	\$	380.00	\$ 684.00	\$ 13.92	\$ -	\$ 146.30	\$ 167.20
3/4 Ton Pickup	\$	40,000.00	38%	\$	15,200.00	6.00	\$	1,520.00	\$ 2,280.00	\$ 55.68	\$ -	\$ 585.20	\$ 668.80
Sub Total				\$	110,320.00	NA	\$	11,032.00	\$ 11,568.51	\$ 404.10	\$ -	\$ 4,247.32	\$ 4,854.08
Total				\$!	5,838,820.00	NA	\$	5,713,882.00	\$ 12,423.51	\$ 508.50	\$ 125.40	\$ 4,560.82	\$ 4,854.08

			-				, .	Total	N/
	Total Units	Unit		rice/Cost Per Unit	С	Total cost/Value		ost/Value Per Acre	Your Farm
GROSS INCOME Corn Silage	30.00	Tons	\$	34.60	\$	51,900.00	\$	1,038.00	
Com Chage	00.00	10113	Ψ	04.00	Ψ	01,000.00	Ψ	1,000.00	
TOTAL GROSS INCOME					\$	51,900.00	\$	1,038.00	
OPERATING COSTS									
Insecticide	50.00	Acre	\$	_	\$	_	\$	_	
Herbicide	50.00	Acre	\$	30.00	\$	1,500.00	\$	30.00	
Fertilizer	50.00	Acre	\$	120.00	\$	6,000.00	\$	120.00	
Testing (Soil)	1.00	Annual	\$	20.00	\$	20.00	\$	0.40	
Seed	50.00	Acre	\$	105.00	\$		\$	105.00	
Irrigation	50.00	Acre	φ \$	135.00	φ \$		Ψ \$	135.00	
Labor	50.00	Acre	φ \$	25.00	φ \$	1,250.00	φ \$	25.00	
Operator Labor	50.00	Acre	φ \$	125.00	φ \$	6,250.00	φ \$	125.00	
Fuel & Lube	1.00	Annual	φ \$	3,667.84	φ \$	3,667.84	Ψ \$	73.36	
Maintenance	1.00	Annual	Ψ \$	4,257.36	φ \$	4,257.36	Ψ \$	85.15	
Utilities	1.00	Annual	φ \$	300.00	φ \$		φ \$	6.00	
Miscellaneous			φ \$	5.00	φ \$	250.00		5.00	
Miscellaneous	50.00	Acre	φ	5.00	Φ	250.00	\$	5.00	
TOTAL OPERATING COS	TS				\$	35,495.20	\$	709.90	
INCOME ABOVE OPERA						16,404.80	\$	328.10	
						· · ·			
OWNERSHIP COSTS									
CASH OVERHEAD COST	ſS								
Liability/Crop Insurance					\$	240.00	\$	4.80	
Accounting & Legal					\$	360.00	\$	7.20	
Office & Travel					\$	480.00	\$	9.60	
Annual Investment Insurar	nce				\$	654.33	\$	13.09	
Annual Investment Taxes					\$	504.20	\$	10.08	
TOTAL CASH OVERHEA	D COSTS				\$	2,238.53	\$	44.77	
NONCASH OVERHEAD	• •	(ecovery)			•		•		
Buildings, Improvements,	& Equipment				\$			44.80	
Machinery & Vehicles					\$	8,294.40	\$	165.89	
TOTAL NONCASH OVER	HEAD COSTS				\$	10,534.40	\$	210.69	
TOTAL OWNERSHIP COS	STS				\$	12,772.93	\$	255.46	
TOTAL COSTS					\$	48,268.13	\$	965.36	
NET PROJECTED RETUR	RNS				\$	3,631.87	\$	72.64	

# Table 6: Davis County Corn (Silage) Production Costs and Returns, 50 acres, 2012.

### Table 7: Corn (Silage) Production Investment Summary.

Description	Pur	chase Price	Percentage Use		Purchase Price	Useful Life (Yrs)	Sa	Ilvage Value	Annual Capital ecovery	Annual surance	Annual Taxes	Annual Repairs	inual Fuel & Lube
Buildings, Improvements, and Equipment													
Land	<b>\$</b> 1	5,000,000.00	24%	\$3	3,600,000.00	150.00	\$	3,600,000.00	\$ -	\$ -	TBD	\$ -	\$ -
Shop (40X40) & Tools	\$	60,000.00	24%	\$	14,400.00	40.00	\$	1,440.00	\$ 324.00	\$ 52.75	\$ 79.20	\$ 158.40	\$ -
Silage Pit (60X150X12)	\$	85,000.00	100%	\$	85,000.00	50.00	\$	-	\$ 1,700.00	\$ 283.05	\$ 425.00	\$ 850.00	\$ -
Implements	\$	15,000.00	24%	\$	3,600.00	15.00	\$	360.00	\$ 216.00	\$ 13.19	\$ -	\$ 39.60	\$ -
Sub Total				\$3	3,703,000.00	NA	\$	3,601,800.00	\$ 2,240.00	\$ 348.98	\$ 504.20	\$ 1,048.00	\$ -
Machinery and Vehicles													
2 - 85 HP Tractor (used)	\$	50,000.00	24%	\$	12,000.00	10.00	\$	1,200.00	\$ 1,080.00	\$ 43.96	\$ -	\$ 462.00	\$ 528.00
2 - 125 HP Tractor (used)	\$	90,000.00	24%	\$	21,600.00	10.00	\$	2,160.00	\$ 1,944.00	\$ 79.12	\$ -	\$ 831.60	\$ 950.40
185 HP Tractor (used)	\$	74,000.00	24%	\$	17,760.00	10.00	\$	1,776.00	\$ 1,598.40	\$ 65.05	\$ -	\$ 683.76	\$ 781.44
Chopper (used)	\$	20,000.00	100%	\$	20,000.00	10.00	\$	2,000.00	\$ 1,800.00	\$ 73.26	\$ -	\$ 770.00	\$ 880.00
4-Wheeler	\$	10,000.00	24%	\$	2,400.00	5.00	\$	240.00	\$ 432.00	\$ 8.79	\$ -	\$ 92.40	\$ 105.60
3/4 Ton Pickup	\$	40,000.00	24%	\$	9,600.00	6.00	\$	960.00	\$ 1,440.00	\$ 35.16	\$ -	\$ 369.60	\$ 422.40
Sub Total				\$	83,360.00	NA	\$	8,336.00	\$ 8,294.40	\$ 305.35	\$ -	\$ 3,209.36	\$ 3,667.84
Total				\$:	3,786,360.00	NA	\$	3,610,136.00	\$ 10,534.40	\$ 654.33	\$ 504.20	\$ 4,257.36	\$ 3,667.84