

Table 9A. Income and Cash Operating Cost Summary, Wheat, 1996

COUNTY: Greenlee	FARM: Greenlee County Farm	WATER SOURCE: DEastN	TILLAGE: Conventional
CROP: Wheat, Winter	ACRES: 1.0	IRRIGATION SYSTEM: Flood Furrow	SOIL: Sandy-Loam
AREA: Duncan Valley	YIELD: 4,500.0 Lb/Acre	PREVIOUS CROP: Cotton, Upland	DATE: 10/04/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Grain	Pound	4,500.00	\$0.0581	\$261.45	\$261.45	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					43.05	_____
Tractor/Self Propelled				20.49		_____
Irrigation				20.23		_____
Other/Contract				2.33		_____
Chemicals & Custom Applications					72.38	_____
Fertilizers				67.33		_____
Insecticides				5.05		_____
Farm Machinery and Vehicles					24.47	_____
Diesel Fuel				11.82		_____
Repairs & Maint.				12.65		_____
Irrigation (excluding labor)					43.63	_____
Natural Gas/Pumping				38.29		_____
Repairs & Maint.				5.34		_____
Other Purchased Inputs & Services					25.20	_____
Seed/Transplants				25.20		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					208.74	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					0.28	_____
Tractor/Self Propelled				0.28		_____
Farm Machinery and Vehicles					0.33	_____
Diesel Fuel				0.16		_____
Repairs & Maint.				0.17		_____
Custom Harvest/Post Harvest					44.50	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					45.11	_____
OPERATING OVERHEAD->PICKUP USE					7.43	_____
OPERATING INTEREST AT 9.0%					6.45	_____
TOTAL CASH OPERATING EXPENSES					\$267.72	=====
RETURNS OVER CASH OPERATING EXPENSES					( \$6.27)	=====

Notes: The above figures do not include ownership costs, see Table 9B on Next Page for detailed cost allocation.

COUNTY: Greenlee	FARM: Greenlee County Farm	WATER SOURCE: DEastN	TILLAGE: Conventional
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AREA: Duncan Valley	YIELD: 4,500.0 Lb/Acre	PREVIOUS CROP: Cotton, Upland	DATE: 10/04/96

Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 0.0581/Lb	\$261.45		\$261.45	
TOTAL OPERATING EXPENSES	267.72		267.72	
RETURN OVER CASH OPERATING EXPENSES		( \$6.27)		( \$6.27)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	2.56		2.56	
Wells & Irrig. System	2.55		2.55	
Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)	13.38		13.38	
General Farm Maint. ( 3% of Tot. Oper. Exp.)	8.03		8.03	
Total Cash Overhead Expenses	<u>26.52</u>		<u>26.52</u>	
Total Cash Oper. & Over. Cost	294.25		294.25	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		( 32.80)		( 32.80)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			13.91	
Wells & Irrig. System			30.82	
Interest on Equity, Machinery & Vehicles			6.33	
Wells & Irrig. System			7.64	
Total Capital Allocations			<u>58.70</u>	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		( 32.80)		
RETURNS TO LAND, MANAGEMENT & RISK				( 91.50)
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$480 X 16% X .06830)	5.24		5.24	
Opport. Inter. on Land (100% X 6.0% X \$480)			28.80	
Total Land Costs	<u>5.24</u>		<u>34.04</u>	
RETURNS TO MANAGEMENT, CAPITAL & RISK		( 38.04)		
RETURNS TO MANAGEMENT & RISK				( 125.54)
Management Services ( 8% of Tot. Oper. Exp.)			21.41	
TOTAL OWNERSHIP COST	<u>31.77</u>		<u>140.69</u>	
TOTAL COST	<u>299.49</u>		<u>408.41</u>	
RETURN TO MANAGEMENT, CAPITAL & RISK		( \$38.04)		
RETURN TO RISK (PROFITS)				( \$146.96)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$0.0594		\$0.0594
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.0070		\$0.0312
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.0665		\$0.0907

Table 9C. Variable Operating Costs; Wheat, 1996

COUNTY: Greenlee                      FARM: Greenlee County Farm                      WATER SOURCE: DEastN                      TILLAGE: Conventional  
 CROP: Wheat, Winter                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Duncan Valley                      YIELD: 4,500.0 Lb/Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 10/04/96

No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)				Total	Times	Tot. Cash Expense	Class
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials				
1	Nov	Disk	0.180	0.200	1.97	1.68			3.65	2.0	7.30	L
2	Nov	Plow	0.600	0.667	7.02	5.61			12.63	1.0	12.63	L
3	Dec	Landplane	0.257	0.286	2.58	2.41			4.99	1.0	4.99	L
4	Jan	List	0.225	0.250	2.35	2.10			4.45	1.0	4.45	L
5	Jan	Plant	0.300	0.666	3.83	5.13		64.58	73.54	1.0	73.54	L
6	Jan	Buck Rows	0.030	0.033	0.26	0.28			0.54	1.0	0.54	G
7	Jan	Irrigate		0.314	5.69	2.64			8.33	5.0	41.65	G
8	Mar	Apply Fert/Ground	0.060	0.067	0.54	0.56		27.96	29.06	1.0	29.06	G
9	Mar	Irrigate		0.209	3.79	1.76			5.55	4.0	22.20	G
10	May	Apply Insecticide/Air					7.34	9.50	16.84	0.3	5.05	G
11	Jul	Prepare Ends	0.030	0.033	0.33	0.28			0.61	1.0	0.61	H
12	Jul	Combine Harvest						33.25	33.25	1.0	33.25	H
13	Jul	Haul, Custom      45.0 CW						11.25	11.25	1.0	11.25	H
14	Jul	Disk Residue	0.180	0.200	1.97	1.68			3.65	2.0	7.30	L
		Pickup Use 30 Mi/Ac	1.000		7.43						7.43	O
		Operating Interest at 9.00%						7.63			7.63	O
TOTAL CASH OPERATING EXPENSES:					\$75.84	\$43.33	\$54.33	\$95.39			\$268.89	T

\* NOTES: Machine and labor hours and operating cost are for one time over the designated acreage. The 'Tot. Cash Expense' column and the 'TOTAL CASH OPERATING EXPENSES:' row include all operations, all times over. Classes are defined below.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)							
		Prices ->		-25%	-10%	Budgeted	+10%	+25%	
Land Preparation (L)	\$110.21								
Growing (G)	98.50								
Harvest (H)	45.10	Yields		\$0.04	\$0.05	\$0.05	\$0.06	\$0.07	Break-even
Post Harvest (P)	0.00								
Marketing (M)	0.00	-25%	3,375.0	-110.54	-81.13	-61.52	-41.91	-12.50	0.07
Operating Overhead (O)	15.06	-10%	4,050.0	-87.89	-52.60	-29.07	-5.54	29.75	0.06
		Budgeted	4,500.0	-72.79	-33.58	-7.43	18.70	57.92	0.05
Total (T)	\$268.88	+10%	4,950.0	-57.70	-14.56	14.19	42.95	86.09	0.05
		+25%	5,625.0	-35.05	13.96	46.64	79.32	128.35	0.04
		Break-even Yield		6,669.83	5,294.55	4,654.70	4,152.83	3,574.69	

Table 9D. Resource and Cash Flow Requirements; Wheat, 1996

COUNTY: Greenlee FARM: Greenlee County Farm WATER SOURCE: DEastN TILLAGE: Conventional  
 CROP: Wheat, Winter ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Duncan Valley YIELD: 4,500.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/04/96

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						Total
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	
NOV P			1.06		10.96	8.97				19.93
DEC P			0.28		2.58	2.41				4.99
JAN C	2.0	12.0	1.57		17.82	12.80	39.38	25.20		95.20
MAR C	2.0	8.0	0.48		8.12	4.08	27.96			40.16
APR C	2.0	10.0	0.52		9.48	4.40				13.88
MAY C	2.0	12.0	0.62		11.38	5.28	2.85		1.65	21.16
JUN C	1.0	4.0	0.20		3.79	1.76				5.55
JUL C			0.43		4.27	3.64			28.75	36.66
Pickup Use 30 Mi/Ac					7.43					7.43
Operating Interest at 9.0%									7.62	7.62
Total	9.0	46.0	5.20		75.84	43.33	70.19	25.20	38.02	252.58
%					30.02	17.15	27.79	9.97	15.05	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	117.0 lbs	Diesel Fuel	10.9 Gal
Total P	60.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	3.0 Gal
Total Labor	5.2 Hrs		
Total Water	46.0 AI	Natural Gas/Pumping	99.3 Therms
		All Direct Energy	11.8 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Tractor, 100 PTO HP, MFWD	2.22 Hrs	Offset Disk, 12'	0.75 Hrs
Landplane 12' X 45'	0.26 Hrs	Lister, 5 Bottom	0.23 Hrs
Rowbuck, 10'	0.03 Hrs	Fertilizer Broadcaster, Towed	0.06 Hrs
Pickup Truck, 1/2 Ton	1.00 Hrs		
		Moldboard Plow, 3-16 2 Way	0.60 Hrs
		Grain Drill 12' W/Fert Box	0.30 Hrs
		Saddle Tk Sprayer, 2 Tk 8 Row	0.00 Hrs

MATERIALS REQUIREMENTS (/Acre)			
Milling Wheat Sd, Cert	200.00 Lb	16-20-00, Dry	300.00 Lb
46-00-00, Urea 46	150.00 Lb	Phorate	1.50 Lb
		Water, Pump	46.00 AI

LABOR REQUIREMENTS (/Acre)			
Tractor	2.47 Hrs	Other	0.33 Hrs
		Irrigators	2.41 Hrs

\* NOTE: P = Previous Year C = Current Year N = Next Year

Table 9E Schedule of Operations; Wheat, 1996

COUNTY: Greenlee                      FARM: Greenlee County Farm                      WATER SOURCE: DEastN                      TILLAGE: Conventional  
 CROP: Wheat, Winter                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Duncan Valley                      YIELD: 4,500.0 Lb/Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 10/04/96

No.	First Month	Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost			Service Cost \$/Unit	Labor Type
				HP	Self-Prop./Implem.		Name	Appl. Rate	\$/Unit		
1	Nov	2.0	Disk	100	Offset Disk, 12'	5.00					Tractor
2	Nov	1.0	Plow	100	Moldboard Plow, 3-16 2	1.50					Tractor
3	Dec	1.0	Landplane	100	Landplane 12'X 45'	3.50					Tractor
4	Jan	1.0	List	100	Lister, 5 Bottom	4.00					Tractor
5	Jan	1.0	Plant	100	Grain Drill 12' W/Fert	3.00	Milling Wheat Sd, 16-20-00, Dry	200.00 Lb 300.00 Lb	12.00 CW 250.00 Tn		Tractor Other
6	Jan	1.0	Buck Rows	100	Rowbuck, 10'	30.00					Tractor
7	Jan	5.0	Irrigate			3.18	Water, Pump	6.00 AI	11.38 AF		Irrigator
8	Mar	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	15.00	46-00-00, Urea 46	150.00 Lb	355.00 Tn		Tractor
9	Mar	4.0	Irrigate			4.78	Water, Pump	4.00 AI	11.38 AF		Irrigator
10	May	0.3	Apply Insecticide/Air		CST Air Apply Granules		Phorate	5.00 Lb	1.81 Lb	5.50 Ac	
11	Jul	1.0	Prepare Ends	100	Offset Disk, 12'	30.00					Tractor
12	Jul	1.0	Combine Harvest		CST Combine Wheat					17.50 Ac	
13	Jul	1.0	Haul, Custom		CST Haul Grain					0.25 CW	
14	Jul	2.0	Disk Residue	100	Offset Disk, 12'	5.00					Tractor
			Pickup Use 30 Mi/Ac		Pickup Truck, 1/2 Ton	1.00					

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

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 Department of Ag & Resource Economics  
 The University of Arizona F10/19