

**Table 7A. Income and Cash Operating Summary; Corn (Spring), 1998**

COUNTY: Pinal                      FARM: Pinal County 98                      WATER SOURCE: Maricopa-Stanfield Irrig.                      TILLAGE: Conventional  
 CROP: Corn Grain                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Maricopa                      YIELD: 8,400.0 Lb / Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 2/18/99

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME      Grain	Pound	8,400.00	\$0.05	\$445.20	\$445.20	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					37.90	_____
Tractor/Self Propelled				20.41		_____
Hand				4.33		_____
Irrigation				13.16		_____
Chemicals and Custom Applications					192.29	_____
Fertilizer				107.76		_____
Insecticide				68.74		_____
Herbicide				15.79		_____
Farm Machinery and Vehicles					28.51	_____
Diesel Fuel				10.78		_____
Repairs and Maintenance				17.73		_____
Irrigation Water (excluding labor)					120.04	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants				27.90	27.90	_____
					27.90	_____
					-----	
					406.65	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					2.33	_____
Tractor/Self Propelled				2.15		_____
Irrigation				0.18		_____
Farm Machinery and Vehicles					3.66	_____
Diesel Fuel				1.32		_____
Repairs and Maintenance				2.34		_____
Custom Harvest/Post Harvest					84.50	_____
					-----	
					90.49	_____
OPERATING OVERHEAD      PICKUP USE						
					7.71	_____
OPERATING INTEREST AT 10.0%						
					14.62	_____
					-----	
					\$519.46	_____
TOTAL CASH OPERATING EXPENSES						
					-----	
RETURNS OVER CASH OPERATING EXPENSES						
					(\$74.26)	_____

Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.  
 \*\* A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

**Table 7B. Allocations of Ownership Costs; Corn (Spring), 1998**

COUNTY: Pinal FARM: Pinal County 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional  
 CROP: Corn Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 8,400.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/18/99

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$0.05 / Lb	\$445.20		\$445.20	
TOTAL OPERATING EXPENSES	\$519.46		\$519.46	
RETURN OVER CASH OPERATING EXPENSES		(\$74.26)		(\$74.26)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	3.40		3.40	
General and Office Overhead (5.0% of Total Operating Exp.)	25.97		25.97	
General Farm Maintenance (3.0% of Total Operating Exp.)	15.58		15.58	
Total Cash Overhead Expenses	44.95		44.95	
Total Cash Operating and Overhead Cost	564.41		564.41	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$119.21)		(\$119.21)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			19.15	
Interest on Equity, Machinery and Vehicles			7.65	
Total Capital Allocations			26.80	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$119.21)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$146.01)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$447.00 X 16.0% X 0.169)	12.15		12.15	
Opportunity Interest on Land (100% X 6.0 X \$447.00)			26.82	
Water Assessment	25.00		25.00	
Total Land Costs	37.15		63.97	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$156.36)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$209.98)
Management Services (8% of Total Operation Expenses)			41.56	
TOTAL OWNERSHIP COST	82.10		177.28	
TOTAL COST	\$601.56		\$696.74	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$156.36)		
RETURNS TO RISK (PROFITS) ----->				(\$251.54)
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )		\$0.06		\$0.06
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.01		\$0.02
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.07		\$0.08

**Table 7C. Variable Operating Costs; Corn (Spring), 1998**

COUNTY: Pinal FARM: Pinal County 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional  
 CROP: Corn Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 8,400.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/18/99

No.	First Month	Operation	--- Hours * ---		--- Operating Costs (\$/ACRE *) Per Operation ---					Tot. Cash Expenses	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total			Times
1	Jan	Disk	0.188	0.208	3.27	1.70			4.97	3.0	14.92	L
2	Jan	Rip	0.265	0.294	3.95	2.41			6.36	1.0	6.36	L
3	Feb	Apply Herbicide/Ground	0.090	0.100	0.81	0.82		15.79	17.42	1.0	17.42	G
4	Feb	List	0.225	0.250	3.48	2.05			5.53	1.0	5.53	L
5	Feb	Apply Fert/Ground	0.113	0.125	1.43	1.02		33.66	36.11	1.0	36.11	G
6	Feb	Mulch	0.162	0.180	1.42	1.47			2.89	1.0	2.89	L
7	Feb	Disk Ends	0.011	0.013	0.12	0.11			0.23	3.0	0.68	G
8	Feb	Make Borders	0.022	0.025	0.16	0.20			0.36	3.0	1.09	G
9	Feb	Block Borders	0.011	0.013	0.08	0.11			0.19	3.0	0.56	G
10	Feb	Preirrigate		0.129		0.88		33.16	34.04	1.0	34.04	G
11	Feb	Knock Borders	0.022	0.025	0.13	0.20			0.33	3.0	0.99	G
12	Feb	Plant	0.180	0.200	2.52	1.64		27.90	32.06	1.0	32.06	L
13	Mar	Remove Cap	0.082	0.091	0.48	0.75			1.22	1.0	1.22	G
14	Mar	Cultivate	0.200	0.222	1.75	1.82			3.57	1.0	3.57	G
15	Mar	Irrigate/Run Fertilizer		0.200		1.36		17.89	19.25	9.0	173.27	G
16	Apr	Cultivate	0.161	0.179	1.41	1.47			2.88	1.0	2.88	G
17	Apr	Hand Weeding		0.667		4.33			4.33	1.0	4.33	G
18	May	Apply Insecticide/Air						4.23	11.77	1.0	16.00	G
19	May	Apply Insecticide/Air						4.23	22.14	2.0	52.73	G
20	Jul	Prepare Ends	0.011	0.013	0.17	0.09			0.26	2.0	0.51	H
21	Jul	Combine Harvest						61.00	61.00	1.0	61.00	H
22	Jul	Haul 50						23.50	23.50	1.0	23.50	H
23	Aug	Cut Stalks 94 CW	0.237	0.263	3.33	2.15			5.48	1.0	5.48	P
		Pickup Use30 Mi/Acre	1.000		7.71						7.71	
		Operating Interest at 10.0						14.62			14.62	
TOTAL CASH OPERATING EXPENSES (includes all times over):											519.46	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. A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	61.76
Growing (G)	344.89
Harvest (H)	85.01
Post Harvest (P)	5.48
Marketing (M)	0.00
Operating Overhead (O)	22.33
Total (T)	\$519.46

SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)

		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%		
Yields			\$0.04	\$0.05	\$0.05	\$0.06	\$0.07	Break-even Price	
- 25%	6,300.0		-241.30	-191.21	-157.82	-124.43	-74.35	0.08	
- 10%	7,560.0		-204.79	-144.69	-104.62	-64.55	-4.45	0.07	
Budgeted	8,400.0		-180.45	-113.67	-69.15	-24.63	42.15	0.06	
+ 10%	9,240.0		-156.11	-82.65	-33.68	15.30	88.75	0.06	
Break-even Yield			14,627.2	11,478.1	10,037.5	8,918.16	7,640.17		

**Table 7D. Resource and Cash Flow Requirements; Corn (Spring), 1998**

COUNTY: Pinal FARM: Pinal County 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional  
 CROP: Corn Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 8,400.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/18/99

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
JAN C			0.71		10.49	5.81				16.30
FEB C	1.0	7.0	1.27	19.54	13.41	10.21	63.07	27.90		134.13
MAR C	2.0	8.0	0.79	22.33	2.71	5.91	13.44			44.40
APR C	2.0	8.0	1.32	22.33	1.90	9.14	13.44			46.81
MAY C	2.0	8.0	0.40	22.33		2.73	47.35		8.46	80.87
JUN C	2.0	8.0	0.41	22.33	0.17	2.82	35.58		4.23	65.12
JUL C	1.0	4.0	2.73	11.17	0.17	1.45	6.72		84.50	80.51
AUG C			0.26		3.33	2.15				5.48
Pickup Use30 Mi/Acre					7.71					7.71
Operating Interest at 10.0									14.62	14.62
Water Assessment				**						
<b>Total</b>	<b>10.0</b>	<b>43.0</b>	<b>7.90</b>	<b>120.04</b>	<b>39.88</b>	<b>40.24</b>	<b>179.60</b>	<b>27.90</b>	<b>111.81</b>	<b>519.46</b>
<b>%</b>				<b>23.11</b>	<b>7.68</b>	<b>7.75</b>	<b>34.57</b>	<b>5.37</b>	<b>21.52</b>	<b>100.00</b>

TOTAL RESOURCE REQUIREMENTS ( per Acre)

Total N 341.2  
 Total P 90.0  
 Total K 0.0  
 Total Labor 7.9  
 Total Water 43.0

TOTAL ENERGY REQUIREMENTS ( per Acre)

Diesel Fuel 15.9 Gal  
 Unleaded Gas 3.0 Gal  
 All Direct Energy 2.6 M BTU

EQUIPMENT REQUIREMENTS ( per Acre)

Blade Scraper, 10'	0.10 Hr	Border Disk, 6' Disk	0.07 Hr	Dbl. Offset Disk, 13'	0.03 Hr
Directed Spray Rig, 16	0.09 Hr	Fertilizer Spreader, 28'	0.11 Hr	Flail Stalk Cutter, 4 Row	0.24 Hr
Lister, 7 Bottom	0.22 Hr	Offset Disk, 13.5'	0.02 Hr	Offset Disk, 16.5'	0.56 Hr
Pickup Truck, 1/2 Ton	1.00 Hr	Planter, Drill Type, 6 Row	0.18 Hr	Rolling Cultivator, 6 Rw	0.52 Hr
Section Harrow, 4 Section	0.08 Hr	Tractor, 80 PTO HP,	0.15 Hr	Tractor, 100 PTO HP,	1.04 Hr
Tractor, 125 PTO HP	0.26 Hr	Tractor, 150 PTO HP	1.05 Hr	V-Ripper, 5 Shnk	0.26 Hr

MATERIALS REQUIREMENT ( per Acre)

00-45-00, Treble Super.	200.00 Lb	46-00-00, Urea 46	100.00 Lb	82-00-00, Anhyd.	360.00 Lb
Atrazine	5.00 Lb	Field Corn Sd	28.00 Th	Methomyl	5.00 Pt
Permethrin	16.00 Oz	Water, District	43.00 Al		

LABOR REQUIREMENT ( per Acre)

Hand Weeders	0.67 Hr	Irrigators	1.96 Hr	Tractor	2.76 Hr
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\*NOTE: P = Previous Year C = Current Year N = Next Year

\*\* A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

**Table 7E. Schedule of Operations; Corn (Spring), 1998**

COUNTY: Pinal FARM: Pinal County 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional  
 CROP: Corn Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 8,400.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/18/99

No.	Month	First Times	Operation	Equipment/ Custom Oper HP Self-Prop./ Implement	Job Rate Acres/Hr	Material Use and Cost				Service Cost \$/ Unit	Labor Type
						Name	Appl. Rate	\$/ Unit			
1	Jan	3.0	Disk	150 Offset Disk, 16.5'	4.80						Tractor
2	Jan	1.0	Rip	150 V-Ripper, 5 Shnk	3.40						Tractor
3	Feb	1.0	Apply Herbicide/Ground	100 Directed Spray Rig, 16	10.00	Atrazine	5.00 Lb	2.98	Lb		Tractor
4	Feb	1.0	List	150 Lister, 7 Bottom	4.00						Tractor
5	Feb	1.0	Apply Fert/Ground	100 Fertilizer Spreader, 28'	8.00	00-45-00, Treble	200.00 Lb	317.50	Tn		Tractor
6	Feb	1.0	Mulch	100 Rolling Cultivator, 6 Rw	5.60						Tractor
7	Feb	3.0	Disk Ends	100 Dbl. Offset Disk, 13'	80.00						Tractor
8	Feb	3.0	Make Borders	100 Blade Scraper, 10'	40.00						Tractor
9	Feb	3.0	Block Borders	100 Blade Scraper, 10'	76.90						Tractor
10	Feb	1.0	Preirrigate		7.80	Water, District	7.00 Al	33.50	AF		Irrigators
						46-00-00, Urea 46	100.00 Lb	257.00	Tn		
11	Feb	3.0	Knock Borders	80 Border Disk, 6' Disk	40.00						Tractor
12	Feb	1.0	Plant	100 Planter, Drill Type, 6 Row	5.00	Field Corn Sd	28.00 Th	0.94	Th		Tractor
13	Mar	1.0	Remove Cap	80 Section Harrow, 4 Section	11.00						Tractor
14	Mar	1.0	Cultivate	100 Rolling Cultivator, 6 Rw	4.50						Tractor
15	Mar	9.0	Irrigate/Run Fertilizer		5.00	Water, District	4.00 Al	33.50	AF		Irrigators
						82-00-00, Anhyd.	40.00 Lb	317.00	Tn		
16	Apr	1.0	Cultivate	100 Rolling Cultivator, 6 Rw	5.60						Tractor
17	Apr	1.0	Hand Weeding		1.50						Hand
18	May	1.0	Apply Insecticide/Air	CST Air Spray, 3 Gal Mix		Permethrin	8.00 Oz	177.72	Ga	4.23	Ac
19	May	2.0	Apply Insecticide/Air	CST Air Spray, 3 Gal Mix		Permethrin	4.00 Oz	177.72	Ga	4.23	Ac
						Methomyl	2.50 Pt	49.05	Ga		
20	Jul	2.0	Prepare Ends	125 Offset Disk, 13.5'	80.00						Irrigators
21	Jul	1.0	Combine Harvest	CST Combine Corn	2.00					37.50	Ac
22	Jul	1.0	Haul	CST Haul Grain						0.25	C
23	Aug	1.0	Cut Stalks	125 Flail Stalk Cutter, 4 Row	3.80						Tractor
			Pickup use 30 Mi/Ac	Pickup Truck, 1/2 Ton	1.00						

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

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