

Table 8A. Income and Cash Operating Cost Summary, Durum Wheat, 1996

COUNTY: Pima FARM: Pima County Farm WATER SOURCE: C-MID TILLAGE: Conventional
 CROP: Wheat, Durum ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Marana YIELD: 5,100.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/14/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Grain	Pound	5,100.00	\$0.0682	\$347.82	\$347.82	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					26.77	_____
Tractor/Self Propelled				13.98		_____
Irrigation				12.61		_____
Other/Contract				0.18		_____
Chemicals & Custom Applications					61.96	_____
Fertilizers				61.96		_____
Farm Machinery and Vehicles					17.15	_____
Diesel Fuel				7.56		_____
Repairs & Maint.				9.58		_____
Irrigation Water (excluding labor)					99.00	_____
Other Purchased Inputs & Services					26.46	_____
Seed/Transplants				26.46		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					231.33	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					0.11	_____
Tractor/Self Propelled				0.11		_____
Farm Machinery and Vehicles					0.16	_____
Diesel Fuel				0.07		_____
Repairs & Maint.				0.09		_____
Custom Harvest/Post Harvest					52.45	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					52.72	_____
OPERATING OVERHEAD->PICKUP USE					5.02	_____
OPERATING INTEREST AT 9.0%					5.48	_____
TOTAL CASH OPERATING EXPENSES					\$294.56	=====
RETURNS OVER CASH OPERATING EXPENSES					\$53.26	=====

Notes: The above figures do not include ownership costs, see Table 8B on Next Page for detailed cost allocation.

Table 8B. Allocation of Ownership Costs; Durum Wheat, 1996

COUNTY: Pima	FARM: Pima County Farm	WATER SOURCE: C-MID	TILLAGE: Conventional
CROP: Wheat, Durum	ACRES: 1.0	IRRIGATION SYSTEM: Flood Furrow	SOIL: Sandy-Loam
AREA: Marana	YIELD: 5,100.0 Lb/Acre	PREVIOUS CROP: Cotton, Upland	DATE: 10/14/96

Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 0.0682/Lb	\$347.82		\$347.82	
TOTAL OPERATING EXPENSES	294.55		294.55	
RETURN OVER CASH OPERATING EXPENSES		\$53.26		\$53.26
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	2.10		2.10	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	14.72		14.72	
General Farm Maint. (3% of Tot. Oper. Exp.)	8.84		8.84	
Total Cash Overhead Expenses	<u>25.66</u>		<u>25.66</u>	
Total Cash Oper. & Over. Cost	320.22		320.22	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		27.59		27.59
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			11.41	
Interest on Equity, Machinery & Vehicles			5.14	
Total Capital Allocations			<u>16.55</u>	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		27.59		
RETURNS TO LAND, MANAGEMENT & RISK				11.04
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$540 X 16% X .14778)	12.76		12.76	
Opport. Inter. on Land (100% X 6.0% X \$540)			32.40	
Total Land Costs	<u>12.76</u>		<u>45.16</u>	
RETURNS TO MANAGEMENT, CAPITAL & RISK		14.82		
RETURNS TO MANAGEMENT & RISK				(34.12)
Management Services (8% of Tot. Oper. Exp.)			23.56	
TOTAL OWNERSHIP COST	<u>38.43</u>		<u>110.95</u>	
TOTAL COST	<u>332.99</u>		<u>405.50</u>	
RETURN TO MANAGEMENT, CAPITAL & RISK		\$14.82		
RETURN TO RISK (PROFITS)				(\$57.68)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$0.0577		\$0.0577
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.0075		\$0.0217
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.0652		\$0.0795

Table 8C. Variable Operating Costs; Durum Wheat, 1996

COUNTY: Pima FARM: Pima County Farm WATER SOURCE: C-MID TILLAGE: Conventional
 CROP: Wheat, Durum ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Marana YIELD: 5,100.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/14/96

No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)					Times	Tot. Cash Expense	Class
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total			
1	Nov	Apply Fert/Ground	0.075	0.083	0.33	0.70		26.25	27.28	1.0	27.28	G
2	Nov	Disk	0.225	0.250	3.21	2.10			5.31	2.0	10.63	L
3	Dec	List	0.180	0.200	2.36	1.68			4.04	1.0	4.04	L
4	Dec	Shape Beds	0.180	0.200	1.45	1.68			3.13	1.0	3.13	L
5	Dec	Plant	0.277	0.308	2.04	2.59		26.46	31.09	1.0	31.09	L
6	Dec	Disk Ends	0.011	0.013	0.16	0.11			0.27	1.0	0.27	G
7	Dec	Buck Rows	0.022	0.050	0.09	0.39			0.48	1.0	0.48	G
8	Dec	Irrigate		0.600		4.20		33.00	37.20	1.0	37.20	G
9	Mar	Irrigate		0.300		2.10		16.50	18.60	2.0	37.20	G
10	Mar	Irrigate/Run Fertilizer		0.300		2.10		34.35	36.45	2.0	72.90	G
11	May	Prepare Ends	0.011	0.013	0.16	0.11			0.27	1.0	0.27	H
12	May	Combine Harvest						37.45	37.45	1.0	37.45	H
13	May	Haul, Custom 60.0 CW						15.00	15.00	1.0	15.00	H
14	Jun	Disk Residue	0.300	0.333	4.28	2.80			7.08	1.0	7.08	L
		Pickup Use 20 Mi/Ac	0.670		5.02						5.02	O
		Operating Interest at 9.00%						5.49			5.49	O
TOTAL CASH OPERATING EXPENSES:					\$22.32	\$26.86	\$57.94	\$187.41			\$294.53	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)	\$55.97								
Growing (G)	175.33								
Harvest (H)	52.71	Yields		\$0.05	\$0.06	\$0.06	\$0.07	\$0.08	Break-even
Post Harvest (P)	0.00								
Marketing (M)	0.00	-25%	3,825.0	-85.70	-46.57	-20.49	5.59	44.72	0.07
Operating Overhead (O)	10.51	-10%	4,590.0	-54.48	-7.52	23.77	55.07	102.03	0.06
		Budgeted	5,100.0	-33.66	18.50	53.28	88.06	140.24	0.05
Total (T)	\$294.53	+10%	5,610.0	-12.85	44.53	82.79	121.05	178.44	0.05
		+25%	6,375.0	18.36	83.58	127.06	170.53	235.75	0.04
		Break-even Yield		5,924.97	4,737.50	4,179.12	3,738.48	3,227.96	

Table 8D. Resource and Cash Flow Requirements; Durum Wheat, 1996

COUNTY: Pima FARM: Pima County Farm WATER SOURCE: C-MID TILLAGE: Conventional
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 AREA: Marana YIELD: 5,100.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/14/96

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
NOV P			0.33		3.55	2.80	26.25			32.60
DEC P	1.0	12.0	1.62	33.00	9.31	12.76		26.46		81.53
MAR C	1.0	6.0	0.30	16.50		2.10	17.85			36.45
APR C	2.0	12.0	0.60	33.00		4.20	17.85			55.05
MAY C	1.0	6.0	0.31	16.50	0.16	2.21			9.75	28.62
JUN C			0.33		4.28	2.80			22.75	29.83
Pickup Use 20 Mi/Ac					5.02					5.02
Operating Interest at 9.0%									5.48	5.48
Total	5.0	36.0	3.50	99.00	22.32	26.88	61.95	26.46	37.98	274.60
%				36.05	8.12	9.78	22.56	9.63	13.83	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	138.2 lbs	Diesel Fuel	8.8 Gal
Total P	40.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	2.0 Gal
Total Labor	3.5 Hrs		
Total Water	36.0 AI	All Direct Energy	1.4 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Tractor, 50 PTO HP, MFWD	0.37 Hrs	Fertilizer Broadcaster, Towed	0.08 Hrs
Offset Disk, 13.5'	0.77 Hrs	Lister, 7 Bottom	0.18 Hrs
Bed Shaper, 6 Rw	0.18 Hrs	Grain Drill, 12'	0.28 Hrs
Pickup Truck, 1/2 Ton	0.67 Hrs		
		Tractor, 150 PTO HP, MFWD	0.95 Hrs
		Tractor, 100 PTO HP, MFWD	0.18 Hrs
		Rowbuck, 10'	0.02 Hrs

MATERIALS REQUIREMENTS (/Acre)			
16-20-00, Dry	200.00 Lb	Durum Wheat Sd, Cert	120.00 Lb
32-00-00, URAN 32, Lqd	30.00 Ga		Water, District
			36.00 AI

LABOR REQUIREMENTS (/Acre)			
Tractor	1.68 Hrs	Other	0.03 Hrs
			Irrigators
			1.80 Hrs

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

Table 8E. Schedule of Operations; Durum Wheat, 1996

COUNTY: Pima FARM: Pima County Farm WATER SOURCE: C-MID TILLAGE: Conventional
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 AREA: Marana YIELD: 5,100.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/14/96

No.	Month	Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost			Service Cost \$/Unit	Labor \$/Unit	Type
				HP	Self-Prop./Implem.		Name	Appl. Rate	\$/Unit			
1	Nov	1.0	Apply Fert/Ground	50	Fertilizer Broadcaster,	12.00	16-20-00, Dry	200.00 Lb	250.00 Tn			Tractor
2	Nov	2.0	Disk	150	Offset Disk, 13.5'	4.00						Tractor
3	Dec	1.0	List	150	Lister, 7 Bottom	5.00						Tractor
4	Dec	1.0	Shape Beds	100	Bed Shaper, 6 Rw	5.00						Tractor
5	Dec	1.0	Plant	50	Grain Drill, 12'	3.25	Durum Wheat Sd, Ce	120.00 Lb	21.00 CW			Tractor
6	Dec	1.0	Disk Ends	150	Offset Disk, 13.5'	80.00						Tractor
7	Dec	1.0	Buck Rows	50	Rowbuck, 10'	40.00						Tractor
												Other
8	Dec	1.0	Irrigate			1.67	Water, District	12.00 AI	33.00 AF			Irrigator
9	Mar	2.0	Irrigate			3.33	Water, District	6.00 AI	33.00 AF			Irrigator
10	Mar	2.0	Irrigate/Run Fertiliz			3.33	Water, District	6.00 AI	33.00 AF			Irrigator
							32-00-00, URAN 32,	15.00 Ga	205.00 Tn			
11	May	1.0	Prepare Ends	150	Offset Disk, 13.5'	80.00						Tractor
12	May	1.0	Combine Harvest		CST Combine Wheat					17.50 Ac		
13	May	1.0	Haul, Custom		CST Haul Grain					0.25 CW		
14	Jun	1.0	Disk Residue	150	Offset Disk, 13.5'	3.00						Tractor
			Pickup Use 20 Mi/Ac		Pickup Truck, 1/2 Ton	1.50						

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

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