

Table 11A. Income and Cash Operating Cost Summary, Grain Sorghum (Late), 1996

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Double Cropped
 CROP: Sorghum(Milo), Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 3,600.0 Lb/Acre PREVIOUS CROP: Wheat, Durum DATE: 10/03/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Grain	Pound	3,600.00	\$0.0682	\$245.52	\$245.52	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					24.79	
Tractor/Self Propelled				12.00		
Irrigation				12.61		
Other/Contract				0.18		
Chemicals & Custom Applications					70.32	
Fertilizers				51.18		
Insecticides				13.51		
Herbicides				5.63		
Farm Machinery and Vehicles					15.90	
Diesel Fuel				6.67		
Repairs & Maint.				9.24		
Irrigation Water (excluding labor)					10.00	
Water Assessment (See Note Below) **					**	
Other Purchased Inputs & Services					9.45	
Seed/Transplants				9.45		
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					130.47	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					2.29	
Tractor/Self Propelled				2.29		
Farm Machinery and Vehicles					2.34	
Diesel Fuel				1.06		
Repairs & Maint.				1.28		
Custom Harvest/Post Harvest					41.00	
TOTAL HARVEST AND POST HARVEST EXPENSE					45.63	
OPERATING OVERHEAD->PICKUP USE					7.43	
OPERATING INTEREST AT 8.0%					2.36	
TOTAL CASH OPERATING EXPENSES					\$185.89	
RETURNS OVER CASH OPERATING EXPENSES					\$59.63	

Notes: The above figures do not include ownership costs, see Table 11B on Next Page for detailed cost allocation.

** A water assessment charge of \$10.17/Acre is included in the ownership costs of Table 11B.

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Double Cropped
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 AREA: Salt River Project YIELD: 3,600.0 Lb/Acre PREVIOUS CROP: Wheat, Durum DATE: 10/03/96

Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 0.0682/Lb	\$245.52		\$245.52	
TOTAL OPERATING EXPENSES	185.88		185.88	
RETURN OVER CASH OPERATING EXPENSES		\$59.63		\$59.63
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	2.16		2.16	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	9.29		9.29	
General Farm Maint. (3% of Tot. Oper. Exp.)	5.58		5.58	
Total Cash Overhead Expenses	<u>17.03</u>		<u>17.03</u>	
Total Cash Oper. & Over. Cost	202.92		202.92	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		42.59		42.59
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			12.15	
Interest on Equity, Machinery & Vehicles			5.24	
Total Capital Allocations			<u>17.38</u>	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		42.59		
RETURNS TO LAND, MANAGEMENT & RISK				25.21
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$702 X 16% X .12601)	7.07		7.07	
Opport. Inter. on Land (100% X 6.0% X \$702)			21.06	
Water Assessment **	10.17		10.17	
Total Land Costs	<u>17.24</u>		<u>38.30</u>	
RETURNS TO MANAGEMENT, CAPITAL & RISK		25.35		
RETURNS TO MANAGEMENT & RISK				(13.09)
Management Services (8% of Tot. Oper. Exp.)			14.87	
TOTAL OWNERSHIP COST	<u>34.28</u>		<u>87.59</u>	
TOTAL COST	<u>220.16</u>		<u>273.48</u>	
RETURN TO MANAGEMENT, CAPITAL & RISK		25.35		
RETURN TO RISK (PROFITS)				(\$27.96)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$0.0516		\$0.0516
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.0095		\$0.0243
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.0611		\$0.0759

Table 11C. Variable Operating Costs; Grain Sorghum (Late), 1996

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Double Cropped
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 AREA: Salt River Project YIELD: 3,600.0 Lb/Acre PREVIOUS CROP: Wheat, Durum DATE: 10/03/96

No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)				Tot. Cash Expense	Class		
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials			Total	
1	Jun	Disk	0.170	0.189	2.71	1.59			4.30	2.0	8.59	L
2	Jul	List	0.158	0.175	1.86	1.47			3.33	1.0	3.33	L
3	Jul	Plant	0.225	0.250	3.03	2.10			9.45	1.0	14.58	L
4	Jul	Apply Insecticide/Air					6.00		7.51	1.0	13.51	G
5	Jul	Buck Rows	0.022	0.050	0.14	0.39			0.53	1.0	0.53	G
6	Jul	Irrigate/Run Fertilizer		0.600		4.20			51.18	1.0	55.38	G
7	Jul	Apply Herbicide/Ground	0.090	0.100	0.85	0.84			5.63	1.0	7.32	G
8	Jul	Cultivate	0.075	0.083	0.68	0.70				2.0	2.75	G
9	Aug	Irrigate		0.300		2.10			2.50	4.0	18.40	G
10	Oct	Prepare Ends	0.045	0.050	0.49	0.42				1.0	0.91	H
11	Oct	Combine Harvest								1.0	30.00	H
12	Oct	Haul, Custom								1.0	11.00	H
		44.0 CW										
13	Nov	Cut Stalks	0.200	0.222	1.85	1.87				1.0	3.72	P
14	Nov	Disk Residue	0.300	0.333	3.27	2.80				1.0	6.07	L
		Pickup Use 30 Mi/Ac	1.000		7.43						7.43	O
		Operating Interest at 8.00%									2.37	O
TOTAL CASH OPERATING EXPENSES:					\$25.68	\$27.07	\$49.37	\$83.77			\$185.89	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. A water assessment charge of \$10.17/Acre included as ownership cost in Table 11B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)							
		Prices ->		-25%	-10%	Budgeted	+10%	+25%	
Land Preparation (L)	\$32.56								
Growing (G)	97.88								
Harvest (H)	41.91	Yields		\$0.05	\$0.06	\$0.06	\$0.07	\$0.08	Break-even
Post Harvest (P)	3.72								
Marketing (M)	0.00	-25%	2,700.0	-36.37	-8.75	9.66	28.07	55.69	0.06
Operating Overhead (O)	9.80	-10%	3,240.0	-15.59	17.54	39.64	61.74	94.88	0.05
		Budgeted	3,600.0	-1.74	35.08	59.63	84.18	121.01	0.05
		+10%	3,960.0	12.10	52.61	79.62	106.62	147.14	0.04
		+25%	4,500.0	32.88	78.91	109.60	140.29	186.33	0.04
Total (T)	\$185.88	Break-even Yield		3,645.38	2,879.70	2,525.99	2,249.67	1,932.56	

Table 11D. Resource and Cash Flow Requirements; Grain Sorghum (Late), 1996

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 AREA: Salt River Project YIELD: 3,600.0 Lb/Acre PREVIOUS CROP: Wheat, Durum DATE: 10/03/96

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						Total
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	
JUN C			0.37		5.41	3.18				8.59
JUL C	1.0	12.0	1.34		7.22	10.40	64.32	9.45	6.00	97.40
AUG C	2.0	12.0	0.60			4.20				4.20
SEP C	2.0	12.0	0.60	10.00		4.20				14.20
OCT C			0.05		0.49	0.42			4.75	5.66
NOV C			0.55		5.12	4.67			23.75	33.54
Pickup Use 30 Mi/Ac					7.43					7.43
Operating Interest at 8.0%									2.33	2.33
Water Assessment				**						
Total	5.0	36.0	3.52	10.00	25.68	27.08	64.32	9.45	36.83	173.35
%				5.76	14.81	15.62	37.10	5.45	21.24	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	152.2 lbs	Diesel Fuel	8.8 Gal
Total P	0.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	3.0 Gal
Total Labor	3.5 Hrs		
Total Water	36.0 AI	All Direct Energy	1.6 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Tractor, 150 PTO HP, MFWD	0.34 Hrs	Offset Disk, 18'	0.34 Hrs Tractor, 125 PTO HP, MFWD 0.38 Hrs
Lister, 7 Bottom	0.16 Hrs	Grain Drill, 16'	0.23 Hrs Tractor, 80 PTO HP, MFWD 0.02 Hrs
Rowbuck, 10'	0.02 Hrs	Tractor, 100 PTO HP, MFWD	0.79 Hrs Directed Spray Rig, 16 Row 0.09 Hrs
Rolling Cultivator, 6 Rw	0.15 Hrs	Offset Disk, 13.5'	0.35 Hrs Rotary Stalk Cutter, 4 Row 0.20 Hrs
Pickup Truck, 1/2 Ton	1.00 Hrs		

MATERIALS REQUIREMENTS (/Acre)			
Grain Sorghum Sd	10.00 Lb	Disulfoton	1.00 Pt Water, District 36.00 AI
32-00-00, URAN 32, Lqd	43.00 Ga	Dicamba	0.50 Pt

LABOR REQUIREMENTS (/Acre)			
Tractor	1.70 Hrs	Other	0.03 Hrs Irrigators 1.80 Hrs

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

** A water assessment charge of \$10.17/Acre included as ownership cost in Table 11B.

Table 11E Schedule of Operations; Grain Sorghum (Late), 1996

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Double Cropped
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 AREA: Salt River Project YIELD: 3,600.0 Lb/Acre PREVIOUS CROP: Wheat, Durum DATE: 10/03/96

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	Jun	2.0	Disk	150	Offset Disk, 18'	5.30					Tractor
2	Jul	1.0	List	125	Lister, 7 Bottom	5.70					Tractor
3	Jul	1.0	Plant	125	Grain Drill, 16'	4.00	Grain Sorghum Sd	10.00 Lb	90.00 CW		Tractor
4	Jul	1.0	Apply Insecticide/Air		CST Air Spray, 3 Gal Mi		Disulfoton	1.00 Pt	57.21 Ga	6.00 Ac	
5	Jul	1.0	Buck Rows	80	Rowbuck, 10'	40.00					Tractor Other
6	Jul	1.0	Irrigate/Run Fertiliz			1.67	Water, District	12.00 AI	0.00 AF		Irrigator
							32-00-00, URAN 32,	43.00 Ga	205.00 Tn		
7	Jul	1.0	Apply Herbicide/Groun	100	Directed Spray Rig, 16	10.00	Dicamba	0.50 Pt	85.76 Ga		Tractor
8	Jul	2.0	Cultivate	100	Rolling Cultivator, 6 R	12.00					Tractor
9	Aug	4.0	Irrigate			3.33	Water, District	6.00 AI	0.00 AF		Irrigator
10	Oct	1.0	Prepare Ends	100	Offset Disk, 13.5'	20.00					Tractor
11	Oct	1.0	Combine Harvest		CST Combine Grain Sorgh					17.50 Ac	
12	Oct	1.0	Haul, Custom		CST Haul Grain					0.25 CW	
13	Nov	1.0	Cut Stalks	100	Rotary Stalk Cutter, 4	4.50					Tractor
14	Nov	1.0	Disk Residue	100	Offset Disk, 13.5'	3.00					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.

** A water assessment charge of \$10.17/Acre included as ownership cost in Table 11B.