

Table 13A. Income and Cash Operating Cost Summary, Pima Cotton Salome/Wenden, 1996

COUNTY: La Paz	FARM: Salome Area (LaPaz)	WATER SOURCE: McMULN	TILLAGE: Conventional
CROP: Cotton, Pima	ACRES: 1.0	IRRIGATION SYSTEM: Flood Furrow	SOIL: Clay-Loam
AREA: Salome/Wenden	YIELD: 857.0 Lb/Acre	PREVIOUS CROP: Cotton, Upland	DATE: 10/02/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Lint	Pound	857.00	\$0.9400	\$805.58		
CottonSeed	Ton	0.69	114.6000	79.07	\$884.65	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					109.10	
Tractor/Self Propelled				43.76		
Hand				35.08		
Irrigation				30.25		
Chemicals & Custom Applications					194.60	
Fertilizers				53.56		
Insecticides				124.16		
Herbicides				16.87		
Farm Machinery and Vehicles					57.49	
Diesel Fuel				27.43		
Repairs & Maint.				30.07		
Irrigation (excluding labor)					236.89	
Natural Gas/Pumping				202.94		
Repairs & Maint.				33.95		
Other Purchased Inputs & Services					11.34	
Seed/Transplants				11.34		
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					609.42	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					18.01	
Tractor/Self Propelled				3.76		
Other/Contract				14.25		
Chemicals & Custom Applications					36.03	
Other Chemicals				36.03		
Farm Machinery and Vehicles					63.33	
Diesel Fuel				11.40		
Repairs & Maint.				51.93		
Custom Harvest/Post Harvest					10.33	
Cotton Ginning					100.82	
Crop Assessments					11.31	
Other Materials					1.37	
TOTAL HARVEST AND POST HARVEST EXPENSE					241.20	
OPERATING OVERHEAD->PICKUP USE					21.01	
OPERATING INTEREST AT 8.0%					10.68	
TOTAL CASH OPERATING EXPENSES					\$882.30	
RETURNS OVER CASH OPERATING EXPENSES					\$2.35	

Notes: The above figures do not include ownership costs, see Table 13B on Next Page for detailed cost allocation.

COUNTY: La Paz	FARM: Salome Area (LaPaz)	WATER SOURCE: McMULN	TILLAGE: Conventional
CROP: Cotton, Pima	ACRES: 1.0	IRRIGATION SYSTEM: Flood Furrow	SOIL: Clay-Loam
AREA: Salome/Wenden	YIELD: 857.0 Lb/Acre	PREVIOUS CROP: Cotton, Upland	DATE: 10/02/96

Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 0.9400/Lb + 2nd Crop	\$884.65		\$884.65	
TOTAL OPERATING EXPENSES	882.30		882.30	
RETURN OVER CASH OPERATING EXPENSES		\$2.34		\$2.34
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	11.93		11.93	
Wells & Irrig. System	14.97		14.97	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	44.11		44.11	
General Farm Maint. (3% of Tot. Oper. Exp.)	26.47		26.47	
Total Cash Overhead Expenses	<u>97.48</u>		<u>97.48</u>	
Total Cash Oper. & Over. Cost	979.78		979.78	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(95.13)		(95.13)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			81.49	
Wells & Irrig. System			63.69	
Interest on Equity, Machinery & Vehicles			34.61	
Wells & Irrig. System			31.15	
Total Capital Allocations			<u>210.93</u>	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		(95.13)		
RETURNS TO LAND, MANAGEMENT & RISK				(306.07)
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$350 X 16% X .11487)	6.43		6.43	
Opport. Inter. on Land (100% X 6.0% X \$350)			21.00	
Total Land Costs	<u>6.43</u>		<u>27.43</u>	
RETURNS TO MANAGEMENT, CAPITAL & RISK		(101.57)		
RETURNS TO MANAGEMENT & RISK				(333.51)
Management Services (8% of Tot. Oper. Exp.)			70.58	
TOTAL OWNERSHIP COST	<u>103.91</u>		<u>406.44</u>	
TOTAL COST	<u>\$986.22</u>		<u>\$1,288.74</u>	
RETURN TO MANAGEMENT, CAPITAL & RISK		(\$101.57)		
RETURN TO RISK (PROFITS)				(\$404.09)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$0.9372		\$0.9372
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.1212		\$0.4742
BREAK-EVEN PRICE TO COVER TOTAL COST		\$1.0585		\$1.4115

Table 13C. Variable Operating Costs; Pima Cotton Salome/Wenden, 1996

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMulN TILLAGE: Conventional
 CROP: Cotton, Pima ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Clay-Loam
 AREA: Salome/Wenden YIELD: 857.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/02/96

No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)				Total	Times	Tot. Cash Expense	Class
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials				
1	Jan	Disk	0.225	0.250	3.57	2.10			5.67	1.0	5.67	L
2	Jan	Rip	0.225	0.250	2.97	2.10			5.07	1.0	5.07	L
3	Jan	Plow	0.378	0.420	6.41	3.53			9.94	1.0	9.94	L
4	Feb	Laser Level	0.900	1.000	11.82	8.41			20.23	0.5	10.11	L
5	Feb	Apply Herbicide/Ground	0.225	0.250	1.77	2.10		3.61	7.48	1.0	7.48	G
6	Feb	List	0.150	0.167	2.70	1.40			4.10	1.0	4.10	L
7	Feb	Buck Rows	0.022	0.025	0.14	0.21			0.35	1.0	0.35	G
8	Feb	Make Ditches	0.022	0.025	0.18	0.21			0.39	1.0	0.39	G
9	Mar	Preirrigate		0.763	36.45	5.35			41.80	1.0	41.80	G
10	Mar	Plant	0.225	0.250	4.08	2.10		11.34	17.52	1.0	17.52	L
11	Mar	Scratch	0.200	0.180	1.32	1.51			2.83	1.0	2.83	G
12	Mar	Irrigate		0.323	18.22	2.26			20.48	11.0	225.28	G
13	Apr	Disk Ends	0.045	0.050	0.46	0.42			0.88	6.0	5.25	G
14	Apr	Knock Ditches	0.045	0.050	0.37	0.42			0.79	1.0	0.79	G
15	Apr	Cultivate	0.300	0.333	2.85	2.80			5.65	3.0	16.94	G
16	May	Hand Weeding		2.326		15.49			15.49	1.0	15.49	G
17	May	Cultivate	0.200	0.222	3.05	1.87		17.85	22.77	3.0	68.30	G
18	May	Buck Rows	0.022	0.025	0.14	0.21			0.35	4.0	1.41	G
19	May	Make Ditches	0.022	0.025	0.18	0.21			0.39	4.0	1.57	G
20	Jul	Hand Weeding		2.941		19.59			19.59	1.0	19.59	G
21	Jul	Spike Furrows	0.225	0.250	1.87	2.10			3.97	1.0	3.97	G
22	Jul	Apply Herbicide/Ground	0.180	0.200	1.41	1.68		13.26	16.35	1.0	16.35	G
23	Jul	Apply Insecticide/Air						6.00	22.59	2.0	57.18	G
24	Jul	Apply Insecticide/Air						6.00	16.32	3.0	66.96	G
25	Sep	Prepare Ends	0.022	0.025	0.18	0.21			0.39	1.0	0.39	H
26	Oct	Apply Defoliant/Air						8.32	5.26	1.0	13.58	H
27	Oct	Apply Defoliant/Air						8.32	14.13	1.0	22.45	H
28	Oct	Cotton, First Pick	0.900	1.000	34.25	7.01			41.26	1.0	41.26	H
29	Oct	Cotton, Make Modules	0.450	0.500	6.49	3.50		1.37	11.36	1.0	11.36	H

* NOTES: See next page for notes.

Table 13C. Variable Operating Costs; Pima Cotton Salome/Wenden, 1996

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMULN TILLAGE: Conventional
 CROP: Cotton, Pima ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Clay-Loam
 AREA: Salome/Wenden YIELD: 857.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/02/96

No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)					Times	Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total				
30	Nov	Cotton, Second Pick	0.600	0.667	22.84	4.67				27.51	0.8	22.01	H
31	Oct	Haul, Custom 0.1 Mu					7.76			7.76	1.0	7.76	H
32	Dec	Cotton, Rood	0.180	0.200	2.19	1.68				3.87	1.0	3.87	H
33	Oct	Cotton Ginning 25.2 Cs					100.82			100.82	1.0	100.82	P
34	Oct	Cotton Classing 1.7 Ba					2.57			2.57	1.0	2.57	M
35	Dec	Crop Assessment 1.7 Ba					11.31			11.31	1.0	11.31	M
36	Nov	Cut Stalks	0.200	0.222	1.94	1.87				3.81	1.0	3.81	P
37	Dec	Disk Residue	0.200	0.222	3.08	1.87				4.95	1.0	4.95	L
		Pickup Use 80 Mi/Ac	2.670		21.00							21.00	O
		Operating Interest at 8.00%					16.31					16.31	O
TOTAL CASH OPERATING EXPENSES:					\$378.70	\$127.04	\$185.41	\$196.66				\$887.81	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)	\$57.35									
Growing (G)	551.93									
Harvest (H)	122.67	Yields		\$0.70	\$0.84	\$0.94	\$1.03	\$1.17		
Post Harvest (P)	104.63							Break-even		
Marketing (M)	13.88		-25%	642.7	-374.37	-283.74	-223.32	-162.91	-72.28	1.28
Operating Overhead (O)	37.31		-10%	771.3	-319.92	-211.17	-138.67	-66.16	42.58	1.11
			Budgeted	857.0	-283.62	-162.79	-82.23	-1.67	119.16	1.03
Total (T)	\$887.81		+10%	942.7	-247.32	-114.40	-25.79	62.81	195.73	0.96
			+25%	1,071.2	-192.88	-41.83	58.86	159.55	310.60	0.88
			Break-even Yield		1,526.63	1,145.35	981.86	859.22	723.64	

Table 13D. Resource and Cash Flow Requirements; Pima Cotton Salome/Wenden, 1996

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMULN TILLAGE: Conventional
 CROP: Cotton, Pima ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Clay-Loam
 AREA: Salome/Wenden YIELD: 857.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/02/96

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
JAN C			0.92		12.94	7.74				20.68
FEB C			0.96		10.70	8.13	3.61			22.44
MAR C	2.0	15.0	1.51		60.07	11.23		11.34		82.64
APR C	1.0	5.0	0.75		21.90	5.91				27.80
MAY C	1.0	5.0	3.30		24.89	23.27	17.85			66.01
JUN C	2.0	10.0	1.40		43.89	10.88	17.85			72.62
JUL C	2.0	10.0	4.25		42.77	29.77	70.02		12.00	154.56
AUG C	2.0	10.0	0.74		37.22	5.37	38.91		12.00	93.50
SEP C	2.0	10.0	0.72		37.08	5.16	16.32		6.00	64.56
OCT C			0.85		23.80	5.96	19.39	0.68	72.22	122.04
NOV C			0.93		27.72	6.54		0.55	44.46	79.26
DEC C			0.89		14.71	7.17		0.14	22.43	44.45
Pickup Use 80 Mi/Ac					21.00					21.00
Operating Interest at 8.0%									16.31	16.31
Total	12.0	65.0	17.26		378.70	127.11	183.95	12.71	185.41	887.88
%					42.65	14.31	20.72	1.43	20.88	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	159.3 lbs	Diesel Fuel	40.1 Gal
Total P	0.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	8.0 Gal
Total Labor	17.2 Hrs		
Total Water	65.0 AI	Natural Gas/Pumping	537.5 Therms
		All Direct Energy	60.3 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Tractor, 150 PTO HP, MFWD	2.45 Hrs	Dbl. Offset Disk, 16'	0.23 Hrs V-Ripper, 7 Shnk
Moldboard Plow, 4-16 2 Way	0.38 Hrs	Drag Scraper, 14'	0.45 Hrs Laser Receiver, Mast System
Laser Trailer	0.45 Hrs	Tractor, 80 PTO HP, MFWD	0.99 Hrs Saddle Tk Sprayer, 2 Tk 8 Row
Disk-Lister, 6 Rw	0.15 Hrs	Rowbuck, 10'	0.11 Hrs Tractor, 100 PTO HP, MFWD
Blade Scraper, 10'	0.18 Hrs	Planter, 6 Row	0.23 Hrs Cultipacker, 13'
Dbl. Offset Disk, 13'	0.47 Hrs	Rolling Cultivator, 6 Rw	1.50 Hrs Furrow Spike, 4 Rw
Cotton Picker, 2 Row	1.38 Hrs	Module Builder	0.45 Hrs Rood, 3 Row W/Basket Cleaner
Rotary Stalk Cutter, 4 Row	0.20 Hrs	Pickup Truck, 1/2 Ton	2.67 Hrs

MATERIALS REQUIREMENTS (/Acre)			
Pendimethalin	1.00 Pt	Water, Pump	65.00 AI Pima Cotton Sd + Fung
32-00-00, URAN 32, Lqd	45.00 Ga	Cyanazine	2.00 Qt Bifenthrin
Acephate	3.35 Lb	Lambdacyhalothrin	15.36 Oz Endothall
Sodium Chlorate	2.00 Ga	Paraquat	0.50 Pt Module Tarps

LABOR REQUIREMENTS (/Acre)			
Tractor	5.65 Hrs	Irrigators	4.32 Hrs Hand Weeders
Harvest	2.03 Hrs		

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

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 AREA: Salome/Wenden YIELD: 857.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/02/96

No.	First Month	Times	Operation	Equipment/Custom Oper. HP Self-Prop./Implem.	Job Rate Acres/Hr	Material Use & Cost			Service Cost \$/Unit	Labor Type
						Name	Appl. Rate	\$/Unit		
1	Jan	1.0	Disk	150 Dbl. Offset Disk, 16'	4.00					Tractor
2	Jan	1.0	Rip	150 V-Ripper, 7 Shnk	4.00					Tractor
3	Jan	1.0	Plow	150 Moldboard Plow, 4-16 2	2.40					Tractor
4	Feb	0.5	Laser Level	150 Drag Scraper, 14' Laser Receiver, Mast Sy Laser Trailer	1.00					Tractor
5	Feb	1.0	Apply Herbicide/Groun	80 Saddle Tk Sprayer, 2 Tk	4.00	Pendimethalin	1.00 Pt	27.52 Ga		Tractor
6	Feb	1.0	List	150 Disk-Lister, 6 Rw	6.00					Tractor
7	Feb	1.0	Buck Rows	80 Rowbuck, 10'	40.00					Tractor
8	Feb	1.0	Make Ditches	100 Blade Scraper, 10'	40.00					Tractor
9	Mar	1.0	Preirrigate		1.31	Water, Pump	10.00 AI	43.73 AF		Irrigator
10	Mar	1.0	Plant	150 Planter, 6 Row	4.00	Pima Cotton Sd + F	18.00 Lb	60.00 CW		Tractor
11	Mar	1.0	Scratch	80 Cultipacker, 13'	5.00					Tractor
12	Mar	11.0	Irrigate		3.10	Water, Pump	5.00 AI	43.73 AF		Irrigator
13	Apr	6.0	Disk Ends	80 Dbl. Offset Disk, 13'	20.00					Tractor
14	Apr	1.0	Knock Ditches	100 Blade Scraper, 10'	20.00					Tractor
15	Apr	3.0	Cultivate	100 Rolling Cultivator, 6 R	3.00					Tractor
16	May	1.0	Hand Weeding		0.43					Hand Weed
17	May	3.0	Cultivate	150 Rolling Cultivator, 6 R Saddle Tk Sprayer, 2 Tk	4.50	32-00-00, URAN 32,	15.00 Ga	205.00 Tn		Tractor
18	May	4.0	Buck Rows	80 Rowbuck, 10'	40.00					Tractor
19	May	4.0	Make Ditches	100 Blade Scraper, 10'	40.00					Tractor
20	Jul	1.0	Hand Weeding		0.34					Hand Weed
21	Jul	1.0	Spike Furrows	100 Furrow Spike, 4 Rw	4.00					Tractor
22	Jul	1.0	Apply Herbicide/Groun	80 Saddle Tk Sprayer, 2 Tk	5.00	Cyanazine	2.00 Qt	25.26 Ga		Tractor
23	Jul	2.0	Apply Insecticide/Air	CST Air Spray, 3 Gal Mi		Bifenthrin	3.84 Oz	511.12 Ga	6.00 Ac	
						Acephate	0.67 Lb	9.23 Lb		
24	Jul	3.0	Apply Insecticide/Air	CST Air Spray, 3 Gal Mi		Lambdacyhalothrin	5.12 Oz	234.04 Ga	6.00 Ac	
						Acephate	0.67 Lb	9.23 Lb		
25	Sep	1.0	Prepare Ends	100 Blade Scraper, 10'	40.00					Tractor
26	Oct	1.0	Apply Defoliant/Air	CST Air Spray, 5 Gal Mi		Endothall	2.00 Pt	20.05 Ga	8.32 Ac	
27	Oct	1.0	Apply Defoliant/Air	CST Air Spray, 5 Gal Mi		Sodium Chlorate	2.00 Ga	6.08 Ga	8.32 Ac	
						Paraquat	0.50 Pt	20.73 Ga		
28	Oct	1.0	Cotton, First Pick	Cotton Picker, 2 Row	1.00					Harvest
29	Oct	1.0	Cotton, Make Modules	100 Module Builder	2.00	Module Tarps	26.00 CW	0.05 CW		Harvest
30	Nov	0.8	Cotton, Second Pick	Cotton Picker, 2 Row	1.50					Harvest
31	Oct	1.0	Haul, Custom	CST Haul Cotton Modules				60.00 Mu		
32	Dec	1.0	Cotton, Rood	100 Rood, 3 Row W/Basket Cl	5.00					Tractor
33	Oct	1.0	Cotton Ginning	CST Gin Pima Cotton				4.00 Cs		
34	Oct	1.0	Cotton Classing	CST Class Cotton, HVI				1.50 Ba		
35	Dec	1.0	Crop Assessment	CST Pima (Low Elev)				6.60 Ba		
36	Nov	1.0	Cut Stalks	100 Rotary Stalk Cutter, 4	4.50					Tractor
37	Dec	1.0	Disk Residue	150 Dbl. Offset Disk, 13'	4.50					Tractor
			Pickup Use 80 Mi/Ac	Pickup Truck, 1/2 Ton	0.38					

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