

**Table 6A. Income and Cash Operating Summary; Upland Cotton, 1998**

COUNTY: Mohave                      FARM: Mohave County 98                      WATER SOURCE: Colorado River Pump,                      TILLAGE: Conventional  
 CROP: Cotton, Upland                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Mohave Valley                      YIELD: 1,219.0 Lb / Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 2/3/99

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME	Lint	Pound	1,219.00	\$0.68	\$828.92	\$952.69
	Cottonseed	Ton	1.08	\$114.60	\$123.77	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					67.11	
Tractor/Self Propelled					24.70	
Hand					20.16	
Irrigation					22.25	
Chemicals and Custom Applications					207.78	
Fertilizer					74.22	
Insecticide					98.87	
Herbicide					25.62	
Other Chemicals					9.07	
Farm Machinery and Vehicles					34.16	
Diesel Fuel					14.31	
Repairs and Maintenance					19.86	
Irrigation Water (excluding labor)					13.97	
Pump Energy - Electric					12.47	
Repairs and Maintenance					1.50	
Other Purchased Inputs &					12.07	
Seed/Transplants					9.07	
Other Services and Rentals					3.00	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					335.10	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					14.63	
Tractor/Self Propelled					6.86	
Other/Contract					7.78	
Chemicals and Custom Applications					19.20	
Other Chemicals					19.20	
Farm Machinery and Vehicles					48.67	
Diesel Fuel					6.63	
Repairs and Maintenance					42.05	
Custom Harvest/Post Harvest					9.72	
Cotton Ginning					107.56	
Crop Assessment					8.59	
Other Materials					1.52	
TOTAL HARVEST AND POST HARVEST EXPENSE					209.89	
OPERATING OVERHEAD PICKUP USE					15.12	
OPERATING INTEREST AT 10.0%					24.14	
TOTAL CASH OPERATING EXPENSES					\$584.26	
RETURNS OVER CASH OPERATING EXPENSES					\$368.43	

Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.

**Table 6B. Allocations of Ownership Costs; Upland Cotton, 1998**

COUNTY: Mohave      FARM: Mohave County 98      WATER SOURCE: Colorado River Pump,      TILLAGE: Conventional  
 CROP: Cotton, Upland      ACRES: 1.0      IRRIGATION SYSTEM: Flood Furrow      SOIL: Sandy-Loam  
 AREA: Mohave Valley      YIELD: 1,219.0 Lb / Acre      PREVIOUS CROP: Cotton, Upland      DATE: 2/3/99

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$0.68 / Lb	\$952.69		\$952.69	
TOTAL OPERATING EXPENSES	\$584.26		\$584.26	
RETURN OVER CASH OPERATING EXPENSES		\$368.43		\$368.43
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	8.66		8.66	
Wells and Irrigation System	0.68		0.68	
General and Office Overhead (5.0% of Total Operating Exp.)	29.21		29.21	
General Farm Maintenance (3.0% of Total Operating Exp.)	17.53		17.53	
Total Cash Overhead Expenses	56.08		56.08	
Total Cash Operating and Overhead Cost	640.34		640.34	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$312.35		\$312.35
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			61.09	
Wells and Irrigation System			4.15	
Interest on Equity, Machinery and Vehicles			32.09	
Wells and Irrigation System			1.60	
Total Capital Allocations			98.93	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$312.35		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$213.42
Land Cost / Ownership (100% Equity)				
Property Taxes (\$510.00 X 16.0% X 0.102)	8.37		8.37	
Opportunity Interest on Land (100% X 6.0 X \$510.00)			30.60	
Total Land Costs	8.37		38.97	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$303.98		
RETURNS TO MANAGEMENT AND RISK ----->				\$174.45
Management Services (8% of Total Operation Expenses)			46.74	
TOTAL OWNERSHIP COST	64.45		240.72	
TOTAL COST	\$648.71		\$824.98	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$303.98		
RETURNS TO RISK (PROFITS) ----->				\$127.71
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )		\$0.38		\$0.38
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.05		\$0.20
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.43		\$0.58

**Table 6C. Variable Operating Costs; Upland Cotton, 1998**

COUNTY: Mohave FARM: Mohave County 98 WATER SOURCE: Colorado River Pump, TILLAGE: Conventional  
 CROP: Cotton, Upland ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Mohave Valley YIELD: 1,219.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/3/99

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	Feb	Disk	0.300	0.333	4.36	2.82			7.18	1.0	7.18	L
2	Feb	Soil Fertility					3.00		3.00	1.0	3.00	G
3	Feb	Apply Fert/Ground	0.090	0.100	1.06	0.85		14.91	16.81	1.0	16.81	G
4	Feb	Disk	0.225	0.250	3.27	2.12			5.39	1.0	5.39	L
5	Feb	Laser Level	0.300	0.333	3.47	2.82			6.29	0.3	1.89	L
6	Feb	Landplane	0.209	0.233	3.29	1.97			5.26	0.7	3.68	L
7	Feb	Apply Herb. & Incorporate	0.180	0.200	2.95	1.69		19.57	24.22	1.0	24.22	G
8	Feb	List	0.113	0.125	1.49	1.06			2.55	1.0	2.55	L
9	Feb	Buck Rows	0.023	0.025	0.18	0.21			0.39	4.0	1.55	G
10	Feb	Preirrigate		0.500	1.86	3.54			5.40	1.0	5.40	G
11	Mar	Disk Ends	0.023	0.025	0.33	0.21			0.55	5.0	2.73	G
12	Mar	Mulch	0.225	0.250	4.25	2.12		19.13	25.50	1.0	25.50	L
13	Apr	Plant	0.150	0.167	1.97	1.42		9.07	12.46	1.0	12.46	L
14	Apr	Irrigate		0.294	1.40	2.08			3.48	7.0	24.33	G
15	Apr	Remove Cap	0.100	0.111	0.74	0.94			1.68	1.0	1.68	G
16	May	Apply Herbicide/Ground	0.180	0.200	1.52	1.69		7.87	11.09	0.2	2.22	G
17	May	Apply Herbicide/Ground	0.180	0.200	1.52	1.69		10.15	13.37	0.2	2.67	G
18	May	Cultivate	0.150	0.167	1.39	1.42			2.81	1.0	2.81	G
19	Jun	Cultivate	0.150	0.167	1.37	1.42			2.78	2.0	5.57	G
20	Jun	Irrigate/Run Fertilizer		0.294	1.16	2.08		20.09	23.33	2.0	46.67	G
21	Jun	Hand Weeding		3.000		20.16			20.16	1.0	20.16	G
22	Jul	Apply Insecticide/Air					4.23	2.25	6.48	1.0	6.48	G
23	Jul	Apply Insecticide/Air					4.23	10.89	15.12	1.0	15.12	G
24	Jul	Apply Herbicide/Ground	0.180	0.200	1.16	1.69		8.15	11.00	0.3	3.30	G
25	Aug	Apply Insecticide/Air					4.23	24.55	28.78	3.0	86.33	G
26	Sep	Prepare Ends	0.011	0.013	0.08	0.11			0.19	1.0	0.19	H
27	Sep	Apply Defoliant/Air					4.75	6.03	10.78	1.0	10.78	H
28	Oct	Apply Defoliant/Air					4.75	3.67	8.42	1.0	8.42	H
29	Oct	Cotton, First Pick	0.900	1.000	36.91	7.07			43.98	1.0	43.98	H
30	Oct	Cotton, Make Modules	0.450	0.500	5.10	4.24		1.35	10.69	1.0	10.69	H
31	Nov	Cotton, Second Pick	0.450	0.500	18.46	3.54			21.99	0.2	4.40	H
32	Nov	Cotton, Make Modules	0.225	0.250	2.55	2.12		0.34	5.01	0.5	2.50	H
33	Nov	Haul 6					6.69		6.69	1.0	6.69	H
34	Oct	Cotton Ginning 35.9 Cs					107.56		107.56	1.0	107.56	P
35	Oct	Cotton Classing 2.4 Ba					3.02		3.02	1.0	3.02	M
36	Nov	Crop Assessment 2.4 Ba					8.59		8.59	1.0	8.59	M
37	Dec	Cotton, Rood 2.4 Ba	0.180	0.200	2.09	1.69			3.78	0.3	1.14	H
38	Dec	Cut Stalks 2.4 Ba	0.100	0.111	0.98	0.94			1.92	1.0	1.92	P
39	Dec	Disk Residue 2.4 Ba	0.225	0.250	3.27	2.12			5.39	1.0	5.39	L
		Pickup Use60 Mi/Acre	2.000		15.12				15.12		15.12	
		Operating Interest at 10.0					24.14		24.14		24.14	
TOTAL CASH OPERATING EXPENSES (includes all times over):											584.25	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.

**Table 6C. Variable Operating Costs; Upland Cotton, 1998**

COUNTY: Mohave      FARM: Mohave County 98      WATER SOURCE: Colorado River Pump,      TILLAGE: Conventional  
 CROP: Cotton, Upland      ACRES: 1.0      IRRIGATION SYSTEM: Flood Furrow      SOIL: Sandy-Loam  
 AREA: Mohave Valley      YIELD: 1,219.0 Lb / Acre      PREVIOUS CROP: Cotton, Upland      DATE: 2/3/99

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)							
		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price	
Land Preparation (L)	64.04	Yields	\$0.51	\$0.61	\$0.68	\$0.75	\$0.85		
Growing (G)	271.06								
Harvest (H)	88.80								
Post Harvest (P)	109.48	- 25%	914.3	-63.32	29.93	92.10	154.27	247.52	0.58
Marketing (M)	11.61	- 10%	1,097.1	-1.55	110.35	184.95	259.56	371.46	0.51
Operating Overhead (O)	39.26	Budgeted	1,219.0	39.63	163.97	246.86	329.75	454.09	0.48
	=====	+ 10%	1,340.9	80.81	217.58	308.76	399.94	536.71	0.45
Total (T)	\$584.25	+ 25%	1,523.8	142.58	298.00	401.61	505.23	660.65	0.42
		Break-even Yield		1,101.70	846.20	732.88	646.34	549.07	

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**Table 6D. Resource and Cash Flow Requirements; Upland Cotton, 1998**

COUNTY: Mohave FARM: Mohave County 98 WATER SOURCE: Colorado River Pump, TILLAGE: Conventional  
 CROP: Cotton, Upland ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Mohave Valley YIELD: 1,219.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/3/99

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)							
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total	
FEB C	0.5	4.0	1.03		10.90	8.36	17.24			3.00	39.50
MAR C	0.5	4.0	0.92		10.07	7.43	26.81				44.30
APR C	2.0	12.0	1.04		8.14	8.00	9.57	9.07			34.78
MAY C	1.0	6.0	0.92		6.65	7.43	3.61				17.68
JUN C	2.0	11.0	3.64		3.07	24.74	20.09				47.90
JUL C	2.0	11.0	0.65		2.91	4.67	35.68			8.46	51.72
AUG C	1.0	6.0	0.29		1.40	2.08	49.10			8.46	61.03
SEP C	1.0	6.0	0.33		1.82	2.40	30.57			8.98	43.77
OCT C			0.62		16.80	4.52	3.67	0.54		39.93	65.48
NOV C			1.01		25.97	7.42		0.91		62.93	97.24
DEC C			0.40		6.96	3.17		0.07		27.75	37.94
JAN N			0.18		2.13	1.53					3.66
Pickup Use60 Mi/Acre					15.12						15.12
Operating Interest at 10.0										24.14	24.14
<b>Total</b>	<b>10.0</b>	<b>60.0</b>	<b>11.03</b>		<b>111.93</b>	<b>81.74</b>	<b>196.34</b>	<b>10.59</b>		<b>183.65</b>	<b>584.25</b>
<b>%</b>					<b>19.16</b>	<b>13.99</b>	<b>33.61</b>	<b>1.81</b>		<b>31.43</b>	<b>100.00</b>
<b>TOTAL RESOURCE REQUIREMENTS ( per Acre)</b>			<b>TOTAL ENERGY REQUIREMENTS ( per Acre)</b>								
Total N		166.2		Diesel Fuel	25.0	Gal					
Total P		98.5		Unleaded Gas	6.0	Gal					
Total K		0.0		Electric / Pumping	218.8	KWH					
Total Labor		11.0		All Direct Energy	5.0	M BTU					
Total Water		60.0									
<b>EQUIPMENT REQUIREMENTS ( per Acre)</b>											
Blade Scraper, 10'		0.01	Hr	Cotton Picker, 2 Row	0.99	Hr	Cultivator, Sweep, 6 Rw			0.15	Hr
Directed Spray Rig, 8		0.13	Hr	Drag Scraper, 10'	0.09	Hr	Fertilizer Broadcaster,			0.09	Hr
Fertilizer Injector, 6 Row		0.22	Hr	Flail Stalk Cutter, 4 Row	0.10	Hr	Landplane 14'X 60'			0.15	Hr
Laser, Complete System		0.09	Hr	Lister, 7 Bottom	0.11	Hr	Module Builder			0.56	Hr
Offset Disk, 13.5'		1.05	Hr	Pickup Truck, 1/2 Ton	2.00	Hr	Planter, Drill Type, 4 Row			0.15	Hr
Rolling Cultivator, 6 Rw		0.52	Hr	Rood, 3 Row W/Basket	0.05	Hr	Rowbuck, 10'			0.09	Hr
Saddle Tk Sprayer, 2 Tk 8		0.18	Hr	Section Harrow, 3 Section	0.10	Hr	Tractor, 60 PTO HP,			0.56	Hr
Tractor, 70 PTO HP,		0.05	Hr	Tractor, 100 PTO HP,	1.03	Hr	Tractor, 150 PTO HP,			1.71	Hr
<b>MATERIALS REQUIREMENT ( per Acre)</b>											
10-34-00, Lqd		12.00	Ga	11-52-00, Dry	100.00	Lb	32-00-00, URAN 32, Lqd			40.00	Ga
Acephate		2.01	Lb	Bifenthrin	11.52	Oz	Cytokinin			5.00	Oz
Fluazifop		0.10	Pt	Mepiquat Chloride	0.31	Pt	Methyl Parathion			1.13	Pt
Module Tarps		28.99	C	Prometryn	4.60	Pt	Pyritiodac-sodium			0.08	Oz
Sodium Chlorate		2.50	Ga	Tribufos	1.00	Pt	Trifluralin			1.00	Pt
Upl Cotton Sd+NU-Flow		12.00	Lb	Water, Pump	60.00	Al					
<b>LABOR REQUIREMENT ( per Acre)</b>											
Hand Weeders		3.00	Hr	Harvest	1.10	Hr	Irrigators			3.15	Hr
Tractor		3.72	Hr								

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

**Table 6E. Schedule of Operations; Upland Cotton, 1998**

COUNTY: Mohave FARM: Mohave County 98 WATER SOURCE: Colorado River Pump, TILLAGE: Conventional  
 CROP: Cotton, Upland ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Mohave Valley YIELD: 1,219.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/3/99

First No.	Month	Times	Operation	Equipment/ Custom Oper HP Self-Prop./ Implement	Job Rate Acres/Hr	----- Material Use and Cost ----- Name	----- Appl. Rate \$ / Unit -----	----- Service Cost \$ / Unit -----	Labor Type
1	Feb	1.0	Disk	150 Offset Disk, 13.5'	3.00				Tractor
2	Feb	1.0	Soil Fertility	CST Soil Analysis (Surface)				3.00 Ac	
3	Feb	1.0	Apply Fert/Ground	150 Fertilizer Broadcaster,	10.00	11-52-00, Dry	100.00 Lb 284.00 Tn		Tractor
4	Feb	1.0	Disk	150 Offset Disk, 13.5'	4.00				Tractor
5	Feb	0.3	Laser Level	150 Drag Scraper, 10' Laser, Complete System	3.00				Tractor
6	Feb	0.7	Landplane	150 Landplane 14'X 60'	4.30				Tractor
7	Feb	1.0	Apply Herb. &	150 Saddle Tk Sprayer, 2 Tk 8 Offset Disk, 13.5'	5.00	Trifluralin Prometryn	1.00 Pt 24.95 Ga 4.00 Pt 31.04 Ga		Tractor
8	Feb	1.0	List	150 Lister, 7 Bottom	8.00				Tractor
9	Feb	4.0	Buck Rows	100 Rowbuck, 10'	40.00				Tractor
10	Feb	1.0	Preirrigate		2.00	Water, Pump	8.00 Al 2.79 AF		Irrigators
11	Mar	5.0	Disk Ends	150 Offset Disk, 13.5'	40.00				Tractor
12	Mar	1.0	Mulch	150 Rolling Cultivator, 6 Rw Fertilizer Injector, 6 Row	4.00	10-34-00, Lqd	12.00 Ga 266.40 Tn		Tractor
13	Apr	1.0	Plant	100 Planter, Drill Type, 4 Row	6.00	Upl Cotton Sd+NU-Flow	12.00 Lb 72.00 Lb		Tractor
14	Apr	7.0	Irrigate		3.40	Water, Pump	6.00 Al 2.79 AF		Irrigators
15	Apr	1.0	Remove Cap	100 Section Harrow, 3 Section	9.00				Tractor
16	May	0.2	Apply Herbicide/Ground	100 Directed Spray Rig, 8	5.00	Fluazifop	0.50 Pt 120.00 Ga		Tractor
17	May	0.2	Apply Herbicide/Ground	100 Directed Spray Rig, 8	5.00	Pyritiodac-sodium	0.40 Oz 24.17 Oz		Tractor
18	May	1.0	Cultivate	100 Cultivator, Sweep, 6 Rw	6.00				Tractor
19	Jun	2.0	Cultivate	100 Rolling Cultivator, 6 Rw	6.00				Tractor
20	Jun	2.0	Irrigate/Run Fertilizer		3.40	Water, Pump 32-00-00, URAN 32,	5.00 Al 2.79 AF 20.00 Ga 173.00 Tn		Irrigators
21	Jun	1.0	Hand Weeding		0.50				Hand
22	Jul	1.0	Apply Insecticide/Air	CST Air Spray, 3 Gal Mix		Methyl Parathion Mepiquat Chloride Cytokinin	0.13 Pt 27.50 Ga 0.06 Pt 107.75 Ga 1.00 Oz 28.55 Qt	4.23 Ac	
23	Jul	1.0	Apply Insecticide/Air	CST Air Spray, 3 Gal Mix		Methyl Parathion Mepiquat Chloride Cytokinin	1.00 Pt 27.50 Ga 0.25 Pt 107.75 Ga 4.00 Oz 28.55 Qt	4.23 Ac	
24	Jul	0.3	Apply Herbicide/Ground	70 Directed Spray Rig, 8 Row	5.00	Prometryn	2.00 Pt 31.04 Ga		Tractor
25	Aug	3.0	Apply Insecticide/Air	CST Air Spray, 3 Gal Mix		Bifenthrin Acephate	3.84 Oz 549.00 Ga 0.67 Lb 10.31 Lb	4.23 Ac	
26	Sep	1.0	Prepare Ends	100 Blade Scraper, 10'	80.00				Tractor
27	Sep	1.0	Apply Defoliant/Air	CST Air Spray, 5 Gal Mix		Tribufos	1.00 Pt 45.92 Ga	4.75 Ac	
28	Oct	1.0	Apply Defoliant/Air	CST Air Spray, 5 Gal Mix		Sodium Chlorate	2.50 Ga 1.40 Ga	4.75 Ac	
29	Oct	1.0	Cotton, First Pick	Cotton Picker, 2 Row	1.00				Harvest
30	Oct	1.0	Cotton, Make Modules	60 Module Builder	2.00	Module Tarps	25.77 C 0.05 CW		Tractor
31	Nov	0.2	Cotton, Second Pick	Cotton Picker, 2 Row	2.00				Harvest
32	Nov	0.5	Cotton, Make Modules	60 Module Builder	4.00	Module Tarps	6.44 C 0.05 CW		Tractor
33	Nov	1.0	Haul	CST Haul Cotton Modules				35.00 Mu	
34	Oct	1.0	Cotton Ginning	CST Gin Upland Cotton				3.00 Cs	
35	Oct	1.0	Cotton Classing	CST Class Cotton, HVI				1.25 Ba	
36	Nov	1.0	Crop Assessment	CST Upland (Low Elev)				3.55 Ba	
37	Dec	0.3	Cotton, Rood	100 Rood, 3 Row W/Basket	5.00				Tractor
38	Dec	1.0	Cut Stalks	100 Flail Stalk Cutter, 4 Row	9.00				Tractor
39	Dec	1.0	Disk Residue Pickup use 60 Mi/Ac	150 Offset Disk, 13.5' Pickup Truck, 1/2 Ton	4.00 0.50				Tractor

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