

**Table 11A. Income and Cash Operating Summary; Pima Cotton, 1998**

COUNTY: La Paz                      FARM: Salome Area (LaPaz)                      WATER SOURCE: McMullen Valley, Nat.                      TILLAGE: Conventional  
 CROP: Cotton, Pima                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Clay-Loam  
 AREA: Salome/Wenden                      YIELD: 882.0 Lb / Acre                      PREVIOUS CROP: Cotton, Pima                      DATE: 2/22/99

| Item   | Unit                    | Quantity | Price/<br>Unit | Budgeted<br>/Acre | Total<br>/Acre | Your Farm<br>Budget |
|--|-------------------------|----------|----------------|-------------------|----------------|---------------------|
| INCOME   | Lint                    | Pound    | 882.00         | \$1.03            | \$908.46       | \$1,012.67          |
|  | CottonSeed              | Ton      | 0.78           | \$133.60          | \$104.21       |                     |
| CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax) |                         |          |                |                   |                |                     |
| Paid Labor (including benefits)                                  |                         |          |                |                   |                | 103.80              |
|  | Tractor/Self Propelled  |          |                | 40.17             |                |                     |
|  | Hand                    |          |                | 35.39             |                |                     |
|  | Irrigation              |          |                | 28.23             |                |                     |
| Chemicals and Custom Applications                                |                         |          |                |                   |                | 162.91              |
|  | Fertilizer              |          |                | 36.51             |                |                     |
|  | Insecticide             |          |                | 107.41            |                |                     |
|  | Herbicide               |          |                | 18.99             |                |                     |
| Farm Machinery and Vehicles                                      |                         |          |                |                   |                | 50.55               |
|  | Diesel Fuel             |          |                | 21.16             |                |                     |
|  | Repairs and Maintenance |          |                | 29.39             |                |                     |
| Irrigation Water (excluding labor)                               |                         |          |                |                   |                | 222.43              |
|  | Natural Gas/Pumping     |          |                | 190.05            |                |                     |
|  | Repairs and Maintenance |          |                | 32.38             |                |                     |
| Other Purchased Inputs & Seed/Transplants                        |                         |          |                |                   |                | 12.21               |
|  |                         |          |                | 12.21             |                |                     |
| TOTAL CASH LAND PREPARATION AND GROWING EXPENSES                 |                         |          |                |                   | 551.90         |                     |
| CASH HARVEST AND POST HARVEST EXPENSES                           |                         |          |                |                   |                |                     |
| Paid Labor (including benefits)                                  |                         |          |                |                   |                | 18.17               |
|  | Tractor/Self Propelled  |          |                | 3.79              |                |                     |
|  | Other/Contract          |          |                | 14.38             |                |                     |
| Chemicals and Custom Applications                                |                         |          |                |                   |                | 29.33               |
|  | Other Chemicals         |          |                | 29.33             |                |                     |
| Farm Machinery and Vehicles                                      |                         |          |                |                   |                | 66.77               |
|  | Diesel Fuel             |          |                | 9.66              |                |                     |
|  | Repairs and Maintenance |          |                | 57.11             |                |                     |
| Custom Harvest/Post Harvest                                      |                         |          |                |                   |                | 2.21                |
|  | Cotton Ginning          |          |                |                   | 71.34          |                     |
|  | Crop Assessment         |          |                |                   | 6.26           |                     |
|  | Other Materials         |          |                |                   | 1.91           |                     |
| TOTAL HARVEST AND POST HARVEST EXPENSE                           |                         |          |                |                   | 195.97         |                     |
| OPERATING OVERHEAD PICKUP USE                                    |                         |          |                |                   |                | 20.50               |
| OPERATING INTEREST AT 10.0%                                      |                         |          |                |                   |                | 28.79               |
| TOTAL CASH OPERATING EXPENSES                                    |                         |          |                |                   | \$797.17       |                     |
| RETURNS OVER CASH OPERATING EXPENSES                             |                         |          |                |                   | \$215.50       |                     |

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

**Table 11B. Allocations of Ownership Costs; Pima Cotton, 1998**

COUNTY: La Paz      FARM: Salome Area (LaPaz)      WATER SOURCE: McMullen Valley, Nat.      TILLAGE: Conventional  
 CROP: Cotton, Pima      ACRES: 1.0      IRRIGATION SYSTEM: Flood Furrow      SOIL: Clay-Loam  
 AREA: Salome/Wenden      YIELD: 882.0 Lb / Acre      PREVIOUS CROP: Cotton, Pima      DATE: 2/22/99

| Item   | -- CASH COST BASIS (\$/ACRE) -- |             | -- TOTAL COST BASIS (\$/ACRE) -- |             |
|--|---------------------------------|-------------|----------------------------------|-------------|
|  | Income and Costs                | Net Returns | Income and Costs                 | Net Returns |
| TOTAL INCOME at \$1.03 / Lb                                | \$1,012.67                      |             | \$1,012.67                       |             |
| TOTAL OPERATING EXPENSES                                   | \$797.17                        |             | \$797.17                         |             |
| RETURN OVER CASH OPERATING EXPENSES                        |                                 | \$215.50    |                                  | \$215.50    |
| CASH OVERHEAD EXPENSES                                     |                                 |             |                                  |             |
| Taxes, Housing and Insurance, Farm Machinery               | 12.32                           |             | 12.32                            |             |
| Wells and Irrigation System                                | 16.18                           |             | 16.18                            |             |
| General and Office Overhead (5.0% of Total Operating Exp.) | 39.86                           |             | 39.86                            |             |
| General Farm Maintenance (3.0% of Total Operating Exp.)    | 23.92                           |             | 23.92                            |             |
| Total Cash Overhead Expenses                               | 92.27                           |             | 92.27                            |             |
| Total Cash Operating and Overhead Cost                     | 889.44                          |             | 889.44                           |             |
| RETURNS OVER CASH OPER. AND OVER. EXPENSES                 |                                 | \$123.22    |                                  | \$123.22    |
| CAPITAL ALLOCATIONS (100% Equity)                          |                                 |             |                                  |             |
| Capital Replacement, Machinery and Vehicles                |                                 |             | 85.45                            |             |
| Wells and Irrigation System                                |                                 |             | 65.15                            |             |
| Interest on Equity, Machinery and Vehicles                 |                                 |             | 33.54                            |             |
| Wells and Irrigation System                                |                                 |             | 32.10                            |             |
| Total Capital Allocations                                  |                                 |             | 216.23                           |             |
| RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->       |                                 | \$123.22    |                                  |             |
| RETURNS TO LAND, MANAGEMENT AND RISK ----->                |                                 |             |                                  | (\$93.01)   |
| Land Cost / Ownership (100% Equity)                        |                                 |             |                                  |             |
| Property Taxes (\$450.00 X 16.0% X 0.106)                  | 7.66                            |             | 7.66                             |             |
| Opportunity Interest on Land (100% X 6.0 X \$450.00)       |                                 |             | 27.00                            |             |
| Total Land Costs   | 7.66                            |             | 34.66                            |             |
| RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->             |                                 | \$115.56    |                                  |             |
| RETURNS TO MANAGEMENT AND RISK ----->                      |                                 |             |                                  | (\$127.67)  |
| Management Services (8% of Total Operation Expenses)       |                                 |             | 63.77                            |             |
| TOTAL OWNERSHIP COST                                       | 99.94                           |             | 406.95                           |             |
| TOTAL COST   | \$897.11                        |             | \$1,204.12                       |             |
| RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->             |                                 | \$115.56    |                                  |             |
| RETURNS TO RISK (PROFITS) ----->                           |                                 |             |                                  | (\$191.45)  |
| BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )        |                                 | \$0.79      |                                  | \$0.79      |
| BREAK-EVEN PRICE TO COVER OWNERSHIP COST                   |                                 | \$0.11      |                                  | \$0.46      |
| BREAK-EVEN PRICE TO COVER TOTAL COST                       |                                 | \$0.90      |                                  | \$1.25      |

**Table 11C. Variable Operating Costs; Pima Cotton, 1998**

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Nat. TILLAGE: Conventional  
 CROP: Cotton, Pima ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Clay-Loam  
 AREA: Salome/Wenden YIELD: 882.0 Lb / Acre PREVIOUS CROP: Cotton, Pima DATE: 2/22/99

| 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                       | 0.225             | 0.250 | 3.55  | 2.12  |            |           | 5.67  | 1.0                | 5.67   | L     |
| 2   | Jan         | Rip                        | 0.225             | 0.250 | 2.89  | 2.12  |            |           | 5.01  | 1.0                | 5.01   | L     |
| 3   | Jan         | Plow                       | 0.378             | 0.420 | 5.37  | 3.56  |            |           | 8.93  | 1.0                | 8.93   | L     |
| 4   | Feb         | Landplane                  | 0.257             | 0.286 | 3.24  | 2.42  |            |           | 5.66  | 1.0                | 5.66   | L     |
| 5   | Feb         | Apply Herbicide/Ground     | 0.225             | 0.250 | 1.62  | 2.12  |            | 2.83      | 6.56  | 1.0                | 6.56   | G     |
| 6   | Feb         | List                       | 0.150             | 0.167 | 2.71  | 1.42  |            |           | 4.12  | 1.0                | 4.12   | 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 | 0.17  | 0.21  |            |           | 0.38  | 1.0                | 0.38   | G     |
| 9   | Mar         | Preirrigate                |                   | 0.763 | 43.05   | 5.40  |            |           | 48.45 | 1.0                | 48.45  | G     |
| 10  | Mar         | Plant                      | 0.225             | 0.250 | 4.08  | 2.12  |            | 12.21     | 18.41 | 1.0                | 18.41  | L     |
| 11  | Mar         | Scratch                    | 0.200             | 0.180 | 1.23  | 1.53  |            |           | 2.76  | 1.0                | 2.76   | G     |
| 12  | Mar         | Irrigate                   |                   | 0.323 | 17.94   | 2.28  |            |           | 20.22 | 10.0               | 202.22 | G     |
| 13  | Apr         | Disk Ends                  | 0.045             | 0.050 | 0.44  | 0.42  |            |           | 0.86  | 6.0                | 5.16   | G     |
| 14  | Apr         | Knock Ditches              | 0.045             | 0.050 | 0.34  | 0.42  |            |           | 0.76  | 1.0                | 0.76   | G     |
| 15  | Apr         | Cultivate                  | 0.300             | 0.333 | 2.71  | 2.82  |            |           | 5.54  | 3.0                | 16.61  | G     |
| 16  | May         | Hand Weeding               |                   | 2.326 |   | 15.63 |            |           | 15.63 | 1.0                | 15.63  | G     |
| 17  | May         | Apply Fert/Ground          | 0.200             | 0.222 | 2.94  | 1.88  |            | 12.17     | 16.99 | 3.0                | 50.98  | G     |
| 18  | May         | Buck Rows                  | 0.022             | 0.025 | 0.14  | 0.21  |            |           | 0.35  | 4.0                | 1.39   | G     |
| 19  | May         | Make Ditches               | 0.022             | 0.025 | 0.17  | 0.21  |            |           | 0.38  | 4.0                | 1.51   | G     |
| 20  | Jul         | Hand Weeding               |                   | 2.941 |   | 19.76 |            |           | 19.76 | 1.0                | 19.76  | G     |
| 21  | Jul         | Apply Herbicide/Ground     | 0.180             | 0.200 | 1.29  | 1.69  |            |           | 19.15 | 1.0                | 19.15  | G     |
| 22  | Jul         | Apply Insecticide/Air      |                   |       |   |       |            | 4.23      | 19.14 | 2.0                | 46.74  | G     |
| 23  | Jul         | Apply Insecticide/Air      |                   |       |   |       |            | 4.23      | 26.10 | 2.0                | 60.67  | G     |
| 24  | Sep         | Prepare Ends               | 0.022             | 0.025 | 0.17  | 0.21  |            |           | 0.38  | 1.0                | 0.38   | H     |
| 25  | Oct         | Apply Defoliant/Air        |                   |       |   |       |            | 4.75      | 9.91  | 2.0                | 29.33  | H     |
| 26  | Oct         | Cotton, First Pick         | 0.900             | 1.000 | 36.83   | 7.07  |            |           | 43.90 | 1.0                | 43.90  | H     |
| 27  | Oct         | Cotton, Make Modules       | 0.450             | 0.500 | 6.24  | 3.54  |            | 1.91      | 11.68 | 1.0                | 11.68  | H     |
| 28  | Nov         | Cotton, Second Pick        | 0.600             | 0.667 | 24.55   | 4.72  |            |           | 29.27 | 0.8                | 23.41  | H     |
| 29  | Oct         | Haul, Custom .1 Mu         |                   |       |   |       |            |           |       | 1.0                |        | H     |
| 30  | Dec         | Cotton, Rood .1 Mu         | 0.180             | 0.200 | 2.07  | 1.69  |            |           | 3.77  | 1.0                | 3.77   | H     |
| 31  | Oct         | Cotton Ginning 25.9 Cs     |                   |       |   |       |            | 71.34     | 71.34 | 1.0                | 71.34  | P     |
| 32  | Oct         | Cotton Classing 1.8 Ba     |                   |       |   |       |            | 2.21      | 2.21  | 1.0                | 2.21   | M     |
| 33  | Dec         | Crop Assessment 1.8 Ba     |                   |       |   |       |            | 6.26      | 6.26  | 1.0                | 6.26   | M     |
| 34  | Nov         | Cut Stalks 1.8 Ba          | 0.200             | 0.222 | 1.82  | 1.88  |            |           | 3.70  | 1.0                | 3.70   | P     |
| 35  | Dec         | Disk Residue 1.8 Ba        | 0.200             | 0.222 | 3.15  | 1.88  |            |           | 5.03  | 1.0                | 5.03   | L     |
|   |             | Pickup Use80 Mi/Acre       | 2.667             |       | 20.50   |       |            |           |       |                    | 20.50  |       |
|   |             | Operating Interest at 10.0 |                   |       |   |       |            | 28.79     |       |                    | 28.79  |       |
| =====   |             |                            |                   |       |   |       |            |           |       |                    |        |       |
| TOTAL CASH OPERATING EXPENSES (includes all times over): 797.17 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 11C. Variable Operating Costs; Pima Cotton, 1998**

COUNTY: La Paz                      FARM: Salome Area (LaPaz)                      WATER SOURCE: McMullen Valley, Nat.                      TILLAGE: Conventional  
 CROP: Cotton, Pima                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Clay-Loam  
 AREA: Salome/Wenden                      YIELD: 882.0 Lb / Acre                      PREVIOUS CROP: Cotton, Pima                      DATE: 2/22/99

OPERATING COST SUMMARY BY CLASS

|                        |          |
|------------------------|----------|
| Land Preparation (L)   | 52.83    |
| Growing (G)            | 499.08   |
| Harvest (H)            | 112.47   |
| Post Harvest (P)       | 75.04    |
| Marketing (M)          | 8.47     |
| Operating Overhead (O) | 49.29    |
|                        | =====    |
| Total (T)              | \$797.17 |

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

|                  |         | Prices   | - 25%   | - 10%  | Budgeted | + 10%  | + 25%  |                  |
|------------------|---------|----------|---------|--------|----------|--------|--------|------------------|
| Yields           |         |          | \$0.77  | \$0.93 | \$1.03   | \$1.13 | \$1.29 | Break-even Price |
| - 25%            | 661.5   | -233.66  | -131.46 | -63.32 | 4.81     | 107.01 | 1.13   |                  |
| - 10%            | 793.8   | -160.85  | -38.21  | 43.55  | 125.31   | 247.95 | 0.98   |                  |
| Budgeted         | 882.0   | -112.32  | 23.95   | 114.80 | 205.65   | 341.91 | 0.90   |                  |
| + 10%            | 970.2   | -63.78   | 86.12   | 186.05 | 285.98   | 435.87 | 0.84   |                  |
| + 25%            | 1,102.5 | 9.03     | 179.36  | 292.92 | 406.48   | 576.81 | 0.76   |                  |
| Break-even Yield |         | 1,086.10 | 848.01  | 739.89 | 656.22   | 561.05 |        |                  |

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**Table 11D. Resource and Cash Flow Requirements; Pima Cotton, 1998**

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Nat. TILLAGE: Conventional  
 CROP: Cotton, Pima ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Clay-Loam  
 AREA: Salome/Wenden YIELD: 882.0 Lb / Acre PREVIOUS CROP: Cotton, Pima DATE: 2/22/99

| 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                      |                    |                        | 0.92              |                             | 11.81                 | 7.80          |               |                 |               | 19.60         |
| FEB C                      |                    |                        | 0.75              |                             | 7.86                  | 6.38          | 2.83          |                 |               | 17.07         |
| MAR C                      | 2.0                | 17.0                   | 1.52              |                             | 66.30                 | 11.32         |               | 12.21           |               | 89.83         |
| APR C                      | 1.0                | 5.0                    | 0.76              |                             | 21.43                 | 5.95          |               |                 |               | 27.38         |
| MAY C                      | 1.0                | 5.0                    | 3.30              |                             | 24.33                 | 23.47         | 12.17         |                 |               | 59.97         |
| JUN C                      | 2.0                | 10.0                   | 1.40              |                             | 43.01                 | 10.97         | 12.17         |                 |               | 66.14         |
| JUL C                      | 2.0                | 10.0                   | 4.01              |                             | 40.11                 | 27.91         | 73.58         |                 | 8.46          | 150.06        |
| AUG C                      | 2.0                | 10.0                   | 0.75              |                             | 36.61                 | 5.42          | 45.25         |                 | 8.46          | 95.73         |
| SEP C                      | 1.0                | 5.0                    | 0.40              |                             | 18.54                 | 2.92          |               |                 |               | 21.46         |
| OCT C                      |                    |                        | 0.85              |                             | 25.22                 | 6.01          | 19.83         | 0.95            | 46.27         | 98.28         |
| NOV C                      |                    |                        | 0.93              |                             | 29.50                 | 6.60          |               | 0.76            | 29.42         | 66.28         |
| DEC C                      |                    |                        | 0.89              |                             | 15.03                 | 7.23          |               | 0.19            | 13.62         | 36.07         |
| Pickup Use80 Mi/Acre       |                    |                        |                   |                             | 20.50                 |               |               |                 |               | 20.50         |
| Operating Interest at 10.0 |                    |                        |                   |                             |                       |               |               |                 | 28.79         | 28.79         |
| <b>Total</b>               | <b>11.0</b>        | <b>62.0</b>            | <b>16.48</b>      |                             | <b>360.25</b>         | <b>121.97</b> | <b>165.82</b> | <b>14.12</b>    | <b>135.02</b> | <b>797.17</b> |
| <b>%</b>                   |                    |                        |                   |                             | <b>45.19</b>          | <b>15.30</b>  | <b>20.80</b>  | <b>1.77</b>     | <b>16.94</b>  | <b>100.00</b> |

TOTAL RESOURCE REQUIREMENTS ( per Acre)

Total N 127.6  
 Total P 0.0  
 Total K 0.0  
 Total Labor 16.5  
 Total Water 62.0

TOTAL ENERGY REQUIREMENTS ( per Acre)

Diesel Fuel 37.6 Gal  
 Unleaded Gas 8.0 Gal  
 Nat Gas/Pumping 512.7 Therms  
 All Direct Energy 57.5 M BTU

EQUIPMENT REQUIREMENTS ( per Acre)

|                           |         |                            |         |                          |         |
|---------------------------|---------|----------------------------|---------|--------------------------|---------|
| Blade Scraper, 10'        | 0.18 Hr | Cotton Picker, 2 Row       | 1.38 Hr | Cultipacker, 13'         | 0.20 Hr |
| Dbl. Offset Disk, 13'     | 0.27 Hr | Dbl. Offset Disk, 16'      | 0.43 Hr | Disk-Lister, 6 Rw        | 0.15 Hr |
| Landplane 12'X 45'        | 0.26 Hr | Module Builder             | 0.45 Hr | Moldboard Plow, 4-16 2   | 0.38 Hr |
| Pickup Truck, 1/2 Ton     | 2.67 Hr | Planter, Drill Type, 6 Row | 0.22 Hr | Rolling Cultivator, 6 Rw | 1.50 Hr |
| Rood, 3 Row W/Basket      | 0.18 Hr | Rotary Stalk Cutter, 4 Row | 0.20 Hr | Rowbuck, 10'             | 0.11 Hr |
| Saddle Tk Sprayer, 2 Tk 8 | 1.00 Hr | Tractor, 80 PTO HP,        | 0.99 Hr | Tractor, 100 PTO HP,     | 1.91 Hr |
| Tractor, 150 PTO HP,      | 2.26 Hr | V-Ripper, 7 Shnk           | 0.22 Hr |                          |         |

MATERIALS REQUIREMENT ( per Acre)

|                        |          |                   |          |               |         |
|------------------------|----------|-------------------|----------|---------------|---------|
| 32-00-00, URAN 32, Lqd | 36.00 Ga | Acephate          | 1.34 Lb  | Cyanazine     | 2.00 Qt |
| Fenprothrin            | 16.00 Oz | Lambdacyhalothrin | 10.24 Oz | Merphos       | 3.00 Pt |
| Methyl Parathion       | 8.00 Pt  | Module Tarps      | 36.00 C  | Pendimethalin | 1.00 Pt |
| Upl Cotton Sd+NU-Flow  | 16.00 Lb | Water, Pump       | 62.00 Al |               |         |

LABOR REQUIREMENT ( per Acre)

|              |         |         |         |            |         |
|--------------|---------|---------|---------|------------|---------|
| Hand Weeders | 5.27 Hr | Harvest | 2.03 Hr | Irrigators | 3.99 Hr |
| Tractor      | 5.19 Hr |         |         |            |         |

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

**Table 11E. Schedule of Operations; Pima Cotton, 1998**

COUNTY: La Paz      FARM: Salome Area (LaPaz)      WATER SOURCE: McMullen Valley, Nat.      TILLAGE: Conventional  
 CROP: Cotton, Pima      ACRES: 1.0      IRRIGATION SYSTEM: Flood Furrow      SOIL: Clay-Loam  
 AREA: Salome/Wenden      YIELD: 882.0 Lb / Acre      PREVIOUS CROP: Cotton, Pima      DATE: 2/22/99

| First No. | Month | Times | Operation              | Equipment/ Custom Oper |  | Job Rate Acres/Hr | Material Use and Cost |            |           |        | Service Cost \$ / Unit | Labor Type |
|-----------|-------|-------|------------------------|------------------------|--|-------------------|-----------------------|------------|-----------|--------|------------------------|------------|
|           |       |       |                        | HP                     | Self-Prop./ Implement                                  |                   | 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   | 1.0   | Landplane              | 150                    | Landplane 12'X 45'                                     | 3.50              |                       |            |           |        |                        | Tractor    |
| 5         | Feb   | 1.0   | Apply Herbicide/Ground | 80                     | Saddle Tk Sprayer, 2 Tk 8                              | 4.00              | Pendimethalin         | 1.00       | Pt        | 21.33  | 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           | 12.00      | Al        | 43.05  | AF                     | Irrigators |
| 10        | Mar   | 1.0   | Plant                  | 150                    | Planter, Drill Type, 6 Row                             | 4.00              | Upl Cotton Sd+NU-Flow | 16.00      | Lb        | 72.00  | Lb                     | Tractor    |
| 11        | Mar   | 1.0   | Scratch                | 80                     | Cultipacker, 13'                                       | 5.00              |                       |            |           |        |                        | Tractor    |
| 12        | Mar   | 10.0  | Irrigate               |                        |  | 3.10              | Water, Pump           | 5.00       | Al        | 43.05  | AF                     | Irrigators |
| 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 Rw                               | 3.00              |                       |            |           |        |                        | Tractor    |
| 16        | May   | 1.0   | Hand Weeding           |                        |  | 0.43              |                       |            |           |        |                        | Hand       |
| 17        | May   | 3.0   | Apply Fert/Ground      | 150                    | Rolling Cultivator, 6 Rw Saddle Tk Sprayer, 2 Tk 8 Row | 4.50              | 32-00-00, URAN 32,    | 12.00      | Ga        | 173.00 | 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       |
| 21        | Jul   | 1.0   | Apply Herbicide/Ground | 80                     | Saddle Tk Sprayer, 2 Tk 8                              | 5.00              | Cyanazine             | 2.00       | Qt        | 30.50  | Ga                     | Tractor    |
| 22        | Jul   | 2.0   | Apply Insecticide/Air  | CST                    | Air Spray, 3 Gal Mix                                   |                   | Lambdacyhalothrin     | 5.12       | Oz        | 278.75 | Ga                     | 4.23 Ac    |
|           |       |       |                        |                        |  |                   | Acephate              | 0.67       | Lb        | 10.31  | Lb                     |            |
| 23        | Jul   | 2.0   | Apply Insecticide/Air  | CST                    | Air Spray, 3 Gal Mix                                   |                   | Fenprothrin           | 8.00       | Oz        | 174.00 | Ga                     | 4.23 Ac    |
|           |       |       |                        |                        |  |                   | Methyl Parathion      | 4.00       | Pt        | 27.50  | Ga                     |            |
| 24        | Sep   | 1.0   | Prepare Ends           | 100                    | Blade Scraper, 10'                                     | 40.00             |                       |            |           |        |                        | Tractor    |
| 25        | Oct   | 2.0   | Apply Defoliant/Air    | CST                    | Air Spray, 5 Gal Mix                                   |                   | Merphos               | 1.50       | Pt        | 49.88  | Ga                     | 4.75 Ac    |
| 26        | Oct   | 1.0   | Cotton, First Pick     |                        | Cotton Picker, 2 Row                                   | 1.00              |                       |            |           |        |                        | Harvest    |
| 27        | Oct   | 1.0   | Cotton, Make Modules   | 100                    | Module Builder   | 2.00              | Module Tarps          | 36.00      | C         | 0.05   | CW                     | Harvest    |
| 28        | Nov   | 0.8   | Cotton, Second Pick    |                        | Cotton Picker, 2 Row                                   | 1.50              |                       |            |           |        |                        | Harvest    |
| 29        | Oct   | 1.0   | Haul, Custom           |                        | CST Haul Cotton Modules                                |                   |                       |            |           |        |                        | 0.00Mu     |
| 30        | Dec   | 1.0   | Cotton, Rood           | 100                    | Rood, 3 Row W/Basket                                   | 5.00              |                       |            |           |        |                        | Tractor    |
| 31        | Oct   | 1.0   | Cotton Ginning         |                        | CST Gin Pima Cotton                                    |                   |                       |            |           |        |                        | 2.75 Cs    |
| 32        | Oct   | 1.0   | Cotton Classing        |                        | CST Class Cotton, HVI                                  |                   |                       |            |           |        |                        | 1.25 Ba    |
| 33        | Dec   | 1.0   | Crop Assessment        |                        | CST Pima (Low Elev)                                    |                   |                       |            |           |        |                        | 3.55 Ba    |
| 34        | Nov   | 1.0   | Cut Stalks             | 100                    | Rotary Stalk Cutter, 4 Row                             | 4.50              |                       |            |           |        |                        | Tractor    |
| 35        | Dec   | 1.0   | Disk Residue           | 150                    | Dbl. Offset Disk, 16'                                  | 4.50              |                       |            |           |        |                        | Tractor    |
|           |       |       | Pickup use 80 Mi/Ac    |                        | Pickup Truck, 1/2 Ton                                  | 0.38              |                       |            |           |        |                        |            |

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