

Table 13A. Income and Cash Operating Summary; Winter Wheat, 1998

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Nat. TILLAGE: Conventional
 CROP: Wheat, Winter ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 5,900.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/22/99

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Grain	Pound	5,900.00	\$0.06	\$365.80	\$365.80	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					34.56	_____	
Tractor/Self Propelled					16.04	_____	
Irrigation					18.53	_____	
Chemicals and Custom Applications					72.17	_____	
Fertilizer					55.84	_____	
Insecticide					10.79	_____	
Herbicide					5.54	_____	
Farm Machinery and Vehicles					22.05	_____	
Diesel Fuel					8.39	_____	
Repairs and Maintenance					13.66	_____	
Irrigation Water (excluding labor)					150.68	_____	
Natural Gas/Pumping					128.74	_____	
Repairs and Maintenance					21.94	_____	
Other Purchased Inputs & Seed/Transplants					22.26	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					301.72	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Paid Labor (including benefits)					1.06	_____	
Tractor/Self Propelled					1.06	_____	
Farm Machinery and Vehicles					0.85	_____	
Diesel Fuel					0.46	_____	
Repairs and Maintenance					0.40	_____	
Custom Harvest/Post Harvest					72.30	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					74.21	_____	
OPERATING OVERHEAD PICKUP USE					8.97	_____	
OPERATING INTEREST AT 10.0%					14.70	_____	
TOTAL CASH OPERATING EXPENSES					\$399.60	_____	
RETURNS OVER CASH OPERATING EXPENSES					(\$33.80)	_____	

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

Table 13B. Allocations of Ownership Costs; Winter Wheat, 1998

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Nat. TILLAGE: Conventional
 CROP: Wheat, Winter ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 5,900.0 Lb / Acre PREVIOUS CROP: Cotton, Upland 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 \$0.06 / Lb	\$365.80		\$365.80	
TOTAL OPERATING EXPENSES	\$399.60		\$399.60	
RETURN OVER CASH OPERATING EXPENSES		(\$33.80)		(\$33.80)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	2.96		2.96	
Wells and Irrigation System	10.96		10.96	
General and Office Overhead (5.0% of Total Operating Exp.)	19.98		19.98	
General Farm Maintenance (3.0% of Total Operating Exp.)	11.99		11.99	
Total Cash Overhead Expenses	45.89		45.89	
Total Cash Operating and Overhead Cost	445.49		445.49	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$79.69)		(\$79.69)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			16.58	
Wells and Irrigation System			44.13	
Interest on Equity, Machinery and Vehicles			7.46	
Wells and Irrigation System			21.74	
Total Capital Allocations			89.91	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$79.69)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$169.61)
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 ----->		(\$87.36)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$204.27)
Management Services (8% of Total Operation Expenses)			31.97	
TOTAL OWNERSHIP COST	53.55		202.44	
TOTAL COST	\$453.16		\$602.04	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$87.36)		
RETURNS TO RISK (PROFITS) ----->				(\$236.24)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$0.07		\$0.07
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.01		\$0.03
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.08		\$0.10

Table 13C. Variable Operating Costs; Winter Wheat, 1998

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Nat. TILLAGE: Conventional
 CROP: Wheat, Winter ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 5,900.0 Lb / Acre PREVIOUS CROP: Cotton, Upland 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	Oct	Disk	0.225	0.250	3.36	2.12			5.47	2.0	10.95	L
2	Oct	Plow	0.180	0.200	2.39	1.69			4.09	1.0	4.09	L
3	Dec	Apply Fert/Ground	0.113	0.125	1.30	1.06		22.58	24.94	1.0	24.94	G
4	Dec	List	0.257	0.286	3.66	2.42			6.08	1.0	6.08	L
5	Dec	Plant	0.200	0.222	2.41	1.88		22.26	26.55	1.0	26.55	L
6	Dec	Disk Ends	0.045	0.050	0.44	0.42			0.86	2.0	1.72	G
7	Dec	Buck Rows	0.022	0.025	0.14	0.21			0.35	1.0	0.35	G
8	Dec	Make Ditches	0.113	0.125	0.85	1.06			1.91	1.0	1.91	G
9	Dec	Irrigate		0.667	43.05	4.72			47.77	1.0	47.77	G
10	Jan	Irrigate/Run Fertilizer		0.333	17.94	2.35		11.09	31.38	3.0	94.14	G
11	Mar	Apply Herbicide/Ground	0.113	0.125	1.05	1.06		7.91	10.01	0.7	7.01	G
12	Apr	Irrigate		0.318	17.94	2.25			20.19	3.0	60.56	G
13	May	Apply Insecticide/Air					4.23	6.56	10.79	1.0	10.79	G
14	Jun	Prepare Ends	0.113	0.125	0.85	1.06			1.91	1.0	1.91	H
15	Jun	Combine Harvest						57.80	57.80	1.0	57.80	H
16	Jun	Haul, Custom 58 CW						14.50	14.50	1.0	14.50	H
17	Jul	Disk Residue 58 CW	0.200	0.222	2.98	1.88			4.86	1.0	4.86	L
		Pickup Use35 Mi/Acre	1.167		8.97						8.97	
		Operating Interest at 10.0					14.70				14.70	
TOTAL CASH OPERATING EXPENSES (includes all times over):												
=====												
399.60 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 THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)							
		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%		
Land Preparation (L)	52.53	Yields	\$0.05	\$0.06	\$0.06	\$0.07	\$0.08	Break-even Price	
Growing (G)	249.19								
Harvest (H)	74.21								
Post Harvest (P)	0.00	- 25%	4,425.0	-173.97	-132.82	-105.38	-77.95	-36.80	0.09
Marketing (M)	0.00	- 10%	5,310.0	-143.95	-94.57	-61.65	-28.72	20.66	0.07
Operating Overhead (O)	23.67	Budgeted	5,900.0	-123.94	-69.07	-32.49	4.09	58.96	0.07
	=====	+ 10%	6,490.0	-103.92	-43.57	-3.33	36.91	97.27	0.06
Total (T)	\$399.60	+ 25%	7,375.0	-73.90	-5.32	40.41	86.13	154.72	0.06
		Break-even Yield		9,553.62	7,497.98	6,557.35	5,826.42	4,991.79	

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Table 13D. Resource and Cash Flow Requirements; Winter Wheat, 1998

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Nat. TILLAGE: Conventional
 CROP: Wheat, Winter ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 5,900.0 Lb / Acre PREVIOUS CROP: Cotton, Upland 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
OCT P			0.45		5.75	3.81				9.56
DEC P	1.0	12.0	1.75		55.20	13.89	22.58	22.26		113.93
JAN C	1.0	5.0	0.33		17.94	2.35	11.09			31.38
FEB C	1.0	5.0	0.33		17.94	2.35	11.09			31.38
MAR C	1.0	5.0	0.42		18.67	3.10	16.62			38.39
APR C	2.0	10.0	0.64		35.88	4.50				40.37
MAY C	1.0	5.0	0.32		17.94	2.25	6.56		4.23	30.98
JUN C			0.17		1.29	1.48			36.15	38.92
JUL C			0.22		2.98	1.88			36.15	41.01
Pickup Use35 Mi/Acre					8.97					8.97
Operating Interest at 10.0									14.70	14.70
Total	7.0	42.0	4.64		182.55	35.62	67.94	22.26	91.23	399.60
%					45.68	8.91	17.00	5.57	22.83	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)	TOTAL ENERGY REQUIREMENTS (per Acre)
Total N 178.9	Diesel Fuel 10.8 Gal
Total P 78.0	Unleaded Gas 3.5 Gal
Total K 0.0	Nat Gas/Pumping 347.3 Therms
Total Labor 4.6	All Direct Energy 36.7 M BTU
Total Water 42.0	

EQUIPMENT REQUIREMENTS (per Acre)			
Blade Scraper, 10'	0.23 Hr	Dbl. Offset Disk, 13'	0.74 Hr
Disk-Lister, 6 Rw	0.26 Hr	Fertilizer Spreader, 28'	0.11 Hr
Pickup Truck, 1/2 Ton	1.17 Hr	Root Cutter-Puller, 6 Row	0.18 Hr
Tractor, 80 PTO HP,	0.22 Hr	Tractor, 100 PTO HP,	0.76 Hr
		Directed Spray Rig, 16	0.08 Hr
		Grain Drill, 14'	0.20 Hr
		Rowbuck, 10'	0.02 Hr
		Tractor, 150 PTO HP,	0.83 Hr

MATERIALS REQUIREMENT (per Acre)			
11-52-00, Dry	150.00 Lb	2,4-d	2.80 Pt
Dimethoate	2.00 Pt	Milling Wheat Sd, Cert	150.00 Lb
		82-00-00, Anhyd.	198.00 Lb
		Water, Pump	42.00 Al

LABOR REQUIREMENT (per Acre)		
Irrigators	2.62 Hr	Tractor
		2.02 Hr

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

Table 13E. Schedule of Operations; Winter Wheat, 1998

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Nat. TILLAGE: Conventional
 CROP: Wheat, Winter ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 5,900.0 Lb / Acre PREVIOUS CROP: Cotton, Upland 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	Oct	2.0	Disk	150	Dbl. Offset Disk, 13'	4.00						Tractor
2	Oct	1.0	Plow	150	Root Cutter-Puller, 6 Row	5.00						Tractor
3	Dec	1.0	Apply Fert/Ground	80	Fertilizer Spreader, 28'	8.00	11-52-00, Dry	150.00	Lb	284.00	Tn	Tractor
4	Dec	1.0	List	100	Disk-Lister, 6 Rw	3.50						Tractor
5	Dec	1.0	Plant	100	Grain Drill, 14'	4.50	Milling Wheat Sd, Cert	150.00	Lb	14.00	CW	Tractor
6	Dec	2.0	Disk Ends	80	Dbl. Offset Disk, 13'	20.00						Tractor
7	Dec	1.0	Buck Rows	80	Rowbuck, 10'	40.00						Tractor
8	Dec	1.0	Make Ditches	100	Blade Scraper, 10'	8.00						Tractor
9	Dec	1.0	Irrigate			1.50	Water, Pump	12.00	AI	43.05	AF	Irrigators
10	Jan	3.0	Irrigate/Run Fertilizer			3.00	Water, Pump	5.00	AI	43.05	AF	Irrigators
							82-00-00, Anhyd.	66.00	Lb	317.00	Tn	
11	Mar	0.7	Apply Herbicide/Ground	100	Directed Spray Rig, 16	8.00	2,4-d	4.00	Pt	14.92	Ga	Tractor
12	Apr	3.0	Irrigate			3.10	Water, Pump	5.00	AI	43.05	AF	Irrigators
13	May	1.0	Apply Insecticide/Air	CST	Air Spray, 3 Gal Mix		Dimethoate	2.00	Pt	24.75	Ga	4.23 Ac
14	Jun	1.0	Prepare Ends	100	Blade Scraper, 10'	8.00						Tractor
15	Jun	1.0	Combine Harvest	CST	Combine Wheat							37.50 Ac
16	Jun	1.0	Haul, Custom	CST	Haul Grain							0.25 C
17	Jul	1.0	Disk Residue	150	Dbl. Offset Disk, 13'	4.50						Tractor
			Pickup use 35 Mi/Ac	Pickup	Truck, 1/2 Ton	0.86						

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

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