

Table 1. Five Year Average Yields and Prices, Arizona Field Crops

| Year | Cochise County | Graham County | Greenlee County | Pima County | Pinal County | Maricopa County | Mohave County | La Paz County | Yuma County | State Average Price (\$) |
|--|----------------|---------------|-----------------|--------------|--------------|-----------------|---------------|---------------|--------------|--------------------------|
| Upland Cotton Yields (lbs lint) | | | | | | | | | | |
| 1993 | 545 | 1,050 | 900 | 1,098 | 1,110 | 1,291 | 1,246 | 1,409 | 1,332 | \$0.58 |
| 1994 | 710 | 914 | 891 | 1,101 | 1,188 | 1,233 | 1,456 | 1,282 | 1,403 | \$0.71 |
| 1995 | 558 | 781 | 600 | 1,065 | 1,023 | 1,076 | 1,110 | 1,100 | 1,262 | \$0.73 |
| 1996 | 973 | 914 | 1,152 | 1,071 | 1,194 | 1,247 | 1,084 | 1,074 | 1,284 | \$0.70 |
| 1997 | 935 | 1,018 | 672 | 1,162 | 1,256 | 1,287 | 1,200 | 1,219 | 1,465 | \$0.67 |
| Average | 744 | 935 | 843 | 1,099 | 1,154 | 1,227 | 1,219 | 1,217 | 1,349 | \$0.678 |
| Pima Cotton Yield (lbs lint) | | | | | | | | | | |
| 1993 | 206 | 768 | | 591 | 709 | 837 | | 1,020 | 1,063 | \$0.92 |
| 1994 | | 790 | | 563 | 796 | 842 | | 904 | 1,280 | \$1.03 |
| 1995 | | 647 | | 480 | 750 | 797 | | 657 | 1,147 | \$1.19 |
| 1996 | | 837 | | 480 | 826 | 805 | | 946 | 1,234 | \$1.06 |
| 1997 | | 825 | | | 877 | 920 | | | 1,111 | \$0.99 |
| Average | 206 | 773 | | 529 | 792 | 840 | | 882 | 1,167 | \$1.038 |
| Durum Wheat Yield (1,000 lbs) | | | | | | | | | | |
| 1993 | | | | | 5.4 | 5.5 | | 4.8 | 5.3 | \$128.30 |
| 1994 | | | | 5.7 | 5.0 | 5.6 | | 6.0 | 6.0 | \$144.70 |
| 1995 | | 4.2 | | 3.8 | 4.4 | 5.6 | | 5.2 | 6.3 | \$157.00 |
| 1996 | | | | 5.4 | 4.8 | 5.6 | | 4.9 | 6.0 | \$166.70 |
| 1997 | | | | | 4.8 | 5.5 | | 5.5 | 5.8 | \$156.70 |
| Average | | 4.2 | | 5.0 | 4.9 | 5.6 | | 5.3 | 5.9 | \$150.68 |
| Other Wheat Yield (1,000 lbs) | | | | | | | | | | |
| 1993 | | | | | 5.3 | 5.8 | | 5.6 | 5.9 | \$107.70 |
| 1994 | | | | | 4.8 | 5.5 | | 5.4 | 5.9 | \$114.70 |
| 1995 | | | | 5.3 | 5.5 | 3.8 | | 6.6 | 7.0 | \$125.70 |
| 1996 | | | | 5.4 | 5.4 | 5.3 | | 6.3 | 6.0 | \$138.30 |
| 1997 | | | | | 4.9 | 5.0 | | 5.5 | 5.3 | \$135.00 |
| Average | | | | 5.4 | 5.2 | 5.1 | | 5.9 | 6.0 | \$124.28 |
| Alfalfa Hay Yield (Tons) | | | | | | | | | | |
| 1993 | 5.8 | 6.0 | | 9.3 | 7.6 | 7.3 | 6.7 | 7.5 | 8.1 | \$93.50 |
| 1994 | 6.0 | | | | 7.5 | 7.5 | 7.0 | 7.5 | 8.6 | \$103.00 |
| 1995 | 5.6 | 6.7 | 9.5 | 8.9 | 6.4 | 8.5 | 7.8 | 7.4 | 9.0 | \$79.00 |
| 1996 | 6.2 | 6.3 | | 6.5 | 7.8 | 8.4 | 8.0 | 8.4 | 8.1 | \$95.00 |
| 1997 | | | | | 8.3 | 8.5 | 8.2 | 8.5 | 8.2 | \$113.00 |
| Average | 5.9 | 6.3 | 9.5 | 8.2 | 7.5 | 8.0 | 7.5 | 7.9 | 8.4 | \$96.70 |
| Barley Yield (1,000 lbs) | | | | | | | | | | |
| 1993 | 3.3 | 4.9 | | | 5.0 | 4.9 | | | 4.9 | \$108.30 |
| 1994 | 5.1 | | | | 4.4 | 4.4 | | | 5.6 | \$118.80 |
| 1995 | 4.9 | | | | 4.8 | 4.1 | | | 4.1 | \$122.90 |
| 1996 | 5.0 | 5.8 | | 4.7 | 5.2 | 4.8 | | | 5.3 | \$150.00 |
| 1997 | 5.2 | 5.7 | 5.5 | 4.8 | 5.0 | 4.7 | | | 5.0 | \$125.00 |
| Average | 4.7 | 5.5 | 5.5 | 4.8 | 4.9 | 4.6 | | | 5.0 | \$125.00 |
| Corn Yield (1,000 lbs) | | | | | | | | | | |
| 1993 | 9.3 | 9.5 | | | 6.5 | 7.0 | | | | \$110.10 |
| 1994 | 9.7 | 9.5 | | | | | | | 8.8 | \$116.10 |
| 1995 | 10.8 | 8.9 | | | | 7.3 | | | 9.9 | \$132.10 |
| 1996 | 10.6 | 8.7 | 7.8 | | 10.0 | 9.2 | | 8.4 | 9.2 | \$130.40 |
| 1997 | 10.0 | 10.1 | 7.7 | 6.9 | 8.7 | 9.1 | | | 9.2 | \$117.90 |
| Average | 10.1 | 9.3 | 7.8 | 6.9 | 8.4 | 8.2 | | 8.4 | 9.3 | \$121.32 |

Table 2. State Average Yields and Prices, Selected Crops

| Year | Dry Beans | | Safflower | | Cottonseed | | Grain Sorghum | | Corn for Silage | |
|----------------|------------------|----------------|-------------------|-----------------|-------------------|-----------------|-------------------|-----------------|-------------------|----------------|
| | Yield (Cwt/Acre) | Price (\$/cwt) | Yield (Tons/Acre) | Price (\$/Ton) | Production (Tons) | Price (\$/ton) | Yield (Tons/Acre) | Price (\$/Ton) | Yield (Tons/Acre) | Price (\$/Ton) |
| 1993 | 22.0 | \$30.00 | 1.3 | \$163.49 | 338 | \$119.00 | 1.5 | \$210.00 | 27.0 | \$35.00 |
| 1994 | 17.0 | \$18.61 | 0.9 | \$750.55 | 324 | \$129.00 | 1.3 | \$234.00 | 28.0 | \$25.00 |
| 1995 | 17.0 | \$18.26 | 1.3 | \$262.80 | 334 | \$131.00 | 2.0 | \$240.00 | 26.0 | \$32.00 |
| 1996 | 17.1 | \$18.51 | 1.4 | \$312.93 | 324 | \$155.00 | 2.1 | \$189.00 | 27.0 | \$30.00 |
| 1997 | 14.8 | \$20.00 | 1.2 | \$462.50 | 312 | \$134.00 | 1.3 | \$198.18 | 25.0 | \$35.00 |
| Average | 17.6 | \$21.08 | 1.2 | \$390.45 | 326.4 | \$133.60 | 1.6 | \$214.24 | 26.6 | \$31.40 |

Table 3. Representative Farm Description

| 1999-2000 Arizona Field Crop Graham County Farm | |
|--|-----------------------------|
| General Characteristics | |
| Farm Size | 500 Acres |
| Land Rent | \$100 / Acre |
| Property Tax Rate (Average) | \$9.3005 / \$100 Assessment |
| Assessment Rate | 16% of Appraised Value |
| Full Cash Assessment Value | \$600 / Acre |
| Land Equity | 100% |
| Sales Tax | 6% of Material Purchases |
| General Overhead | 3% of Operating Costs |
| Office Overhead | 2% of Operating Costs |
| Maintenance Overhead | 3% of Operating Costs |
| Management Overhead | 6% of Operating Costs |
| Energy and Equipment | |
| Equipment Equity | |
| Machine Hours | 90% |
| Unleaded Gasoline | \$1.110 / Gallon |
| Diesel Fuel | \$0.745 / Gallon |
| L P Gas | \$1.170 / Gallon |
| Natural Gas | \$0.37065 / cu.ft. |
| Electricity | \$0.08090 / kwh |
| Lubrication Factor | 15% of Fuel Costs |
| Interest Rates | |
| Operating Credit | 10% |
| Long Term | 6% |
| Average Investment | 10% |
| Labor Benefits | |
| FICA | 7.65% of Cash Wages |
| Worker Compensation | 8.45% of Cash Wages |
| FUTA | 1.56% of Cash Wages |
| Fringe Benefits | 13% of Cash Wages |