

Table 6A. Income and Cash Operating Summary; Corn, 1998

COUNTY: Graham FARM: Graham County 98 WATER SOURCE: Surface/Pump TILLAGE: Conventional
 CROP: Corn Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Safford Valley YIELD: 8,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/4/99

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Grain	Pound	8,000.00	\$0.06	\$488.00	\$488.00	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					40.24	_____	
Tractor/Self Propelled				17.99		_____	
Irrigation				22.25		_____	
Chemicals and Custom Applications					184.88	_____	
Fertilizer				120.80		_____	
Insecticide				43.67		_____	
Herbicide				20.41		_____	
Farm Machinery and Vehicles					25.71	_____	
Diesel Fuel				9.29		_____	
Repairs and Maintenance				16.42		_____	
Irrigation Water (excluding labor)					44.49	_____	
Pump Energy - Electric				41.13		_____	
Repairs and Maintenance				3.36		_____	
Water Assessment (See Note Below) **							
Other Purchased Inputs & Seed/Transplants				31.73	31.73	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					327.05	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Paid Labor (including benefits)					4.30	_____	
Tractor/Self Propelled				4.30		_____	
Farm Machinery and Vehicles					4.31	_____	
Diesel Fuel				1.81		_____	
Repairs and Maintenance				2.50		_____	
Custom Harvest/Post Harvest					105.50	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					114.11	_____	
OPERATING OVERHEAD PICKUP USE					12.62	_____	
OPERATING INTEREST AT 10.0%					9.80	_____	
TOTAL CASH OPERATING EXPENSES					\$463.58	=====	
RETURNS OVER CASH OPERATING EXPENSES					\$24.42	_____	

Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.
 ** A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

Table 6B. Allocations of Ownership Costs; Corn, 1998

COUNTY:Graham FARM: Graham County 98 WATER SOURCE: Surface/Pump TILLAGE: Conventional
 CROP: Corn Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Safford Valley YIELD: 8,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/4/99

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	\$488.00		\$488.00	
TOTAL OPERATING EXPENSES	\$463.58		\$463.58	
RETURN OVER CASH OPERATING EXPENSES		\$24.42		\$24.42
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	2.98		2.98	
Wells and Irrigation System	16.04		16.04	
General and Office Overhead (5.0% of Total Operating Exp.)	23.18		23.18	
General Farm Maintenance (3.0% of Total Operating Exp.)	13.91		13.91	
Total Cash Overhead Expenses	56.11		56.11	
Total Cash Operating and Overhead Cost	519.69		519.69	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$31.69)		(\$31.69)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			17.09	
Wells and Irrigation System			30.21	
Interest on Equity, Machinery and Vehicles			8.85	
Wells and Irrigation System			10.95	
Total Capital Allocations			67.10	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$31.69)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$98.79)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$600.00 X 16.0% X 0.093)	8.93		8.93	
Opportunity Interest on Land (100% X 6.0 X \$600.00)			36.00	
Water Assessment	25.00		25.00	
Total Land Costs	33.93		69.93	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$65.62)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$168.71)
Management Services (8% of Total Operation Expenses)			37.09	
TOTAL OWNERSHIP COST	90.04		230.22	
TOTAL COST	\$553.62		\$693.80	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$65.62)		
RETURNS TO RISK (PROFITS) ----->				(\$205.80)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$0.06		\$0.06
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.01		\$0.03
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.07		\$0.09

Table 6C. Variable Operating Costs; Corn, 1998

COUNTY:Graham FARM: Graham County 98 WATER SOURCE: Surface/Pump TILLAGE: Conventional
 CROP: Corn Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Safford Valley YIELD: 8,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/4/99

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	Plow	0.360	0.400	6.00	3.28			9.28	1.0	9.28	L
2	Jan	Disk	0.129	0.143	1.91	1.17			3.09	1.0	3.09	L
3	Feb	Landplane	0.225	0.250	1.91	2.05			3.96	1.0	3.96	L
4	Mar	Apply Herb. & Incorporate	0.129	0.143	2.15	1.17		20.41	23.72	1.0	23.72	G
5	Mar	Apply Fert/Ground	0.075	0.083	0.72	0.68		29.96	31.36	1.0	31.36	G
6	Mar	List	0.180	0.200	2.36	1.64			4.00	1.0	4.00	L
7	Mar	Buck Rows	0.023	0.025	0.21	0.20			0.41	3.0	1.24	G
8	Apr	Preirrigate		0.704	9.27	4.80			14.07	1.0	14.07	G
9	Apr	Disk Ends	0.023	0.025	0.34	0.20			0.54	1.0	0.54	G
10	Apr	Mulch	0.150	0.167	1.36	1.37			2.73	1.0	2.73	L
11	Apr	Plant	0.180	0.200	2.52	1.64		40.07	44.23	1.0	44.23	L
12	Apr	Remove Cap	0.090	0.100	0.82	0.82			1.64	1.0	1.64	G
13	Apr	Apply Fert/Ground	0.129	0.143	1.85	1.17		70.65	73.67	1.0	73.67	G
14	Jun	Irrigate		0.333	4.63	2.27			6.91	6.0	41.44	G
15	Jun	Cultivate	0.112	0.125	1.22	1.02			2.24	1.0	2.24	G
16	Jul	Irrigate/Run Fertilizer		0.279	3.71	1.90		10.09	15.70	2.0	31.41	G
17	Jul	Apply Insecticide/Air					4.23	13.44	17.67	2.0	35.34	G
18	Aug	Prepare Ends	0.023	0.025	0.34	0.20			0.54	1.0	0.54	H
19	Sep	Combine Harvest					57.50		57.50	1.0	57.50	H
20	Sep	Field Transport	0.450	0.500	3.98	4.09			8.07	1.0	8.07	H
21	Sep	Haul, Custom 80 CW					20.00		20.00	1.0	20.00	H
22	Sep	Elevator Handling 80 CW					16.00		16.00	1.0	16.00	M
23	Sep	Drying 80 CW					12.00		12.00	1.0	12.00	P
24	Oct	Disk Residue 80 CW	0.129	0.143	1.91	1.17			3.09	1.0	3.09	L
		Pickup Use50 Mi/Acre	1.667		12.62						12.62	
		Operating Interest at 10.0					9.80				9.80	
TOTAL CASH OPERATING EXPENSES (includes all times over):												
=====												
463.58 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.
 A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	70.37
Growing (G)	256.68
Harvest (H)	86.11
Post Harvest (P)	12.00
Marketing (M)	16.00
Operating Overhead (O)	22.42
=====	
Total (T)	\$463.58

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

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Yields	\$0.05	\$0.05	\$0.06	\$0.07	\$0.08	Break-even Price
- 25%	6,000.0	-160.07	-105.17	-68.57	-31.97	22.93
- 10%	7,200.0	-122.28	-56.40	-12.48	31.44	97.32
Budgeted	8,000.0	-97.09	-23.89	24.91	73.71	146.91
+ 10%	8,800.0	-71.90	8.62	62.30	115.98	196.50
Break-even Yield	11,083.6	8,587.97	7,467.07	6,604.99	5,630.01	

Table 6D. Resource and Cash Flow Requirements; Corn, 1998

COUNTY:Graham FARM: Graham County 98 WATER SOURCE: Surface/Pump TILLAGE: Conventional
 CROP: Corn Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Safford Valley YIELD: 8,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/4/99

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			0.40		6.00	3.28				9.28
FEB C			0.39		3.83	3.22				7.05
MAR C			0.45		5.43	3.69	50.37			59.50
APR C	0.7	7.0	0.71		8.77	5.13	23.70	9.52		47.11
MAY C	0.3	3.0	0.66		7.61	5.08	55.29	22.21		90.19
JUN C	2.0	10.0	0.79		12.61	5.57				18.18
JUL C	3.0	14.0	0.95		15.09	6.45	36.97		8.46	66.97
AUG C	2.0	9.0	0.66		8.89	4.59	10.09			23.57
SEP C	1.0	5.0	0.83		8.61	6.37			85.50	100.48
OCT C			0.14		1.91	1.17				3.09
Pickup Use50 Mi/Acre					12.62					12.62
Operating Interest at 10.0 Water Assessment				**					9.80	9.80
Total	9.0	48.0	5.98		91.36	44.54	176.42	31.73	119.53	463.58
%					19.71	9.61	38.06	6.84	25.78	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 340.5
 Total P 104.0
 Total K 0.0
 Total Labor 6.0
 Total Water 48.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 14.6 Gal
 Unleaded Gas 5.0 Gal
 Electric / Pumping 531.0 KWH
 All Direct Energy 4.5 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Dbl. Offset Disk, 14'	0.13 Hr	Fertilizer Broadcaster,	0.08 Hr	Fertilizer Injector, 6 Row	0.13 Hr
Grain Cart, 400 BU	0.45 Hr	Landplane 12'X 45'	0.22 Hr	Lister, 5 Bottom	0.18 Hr
Moldboard Plow, 4-16 2	0.36 Hr	Offset Disk, 13.5'	0.30 Hr	Pickup Truck, 1/2 Ton	1.67 Hr
Planter, Drill Type, 6 Row	0.18 Hr	Rolling Cultivator, 6 Rw	0.11 Hr	Rowbuck, 10'	0.07 Hr
Saddle Tk Sprayer, 2 Tk 8	0.13 Hr	Section Harrow, 3 Section	0.24 Hr	Tractor, 100 PTO HP	0.62 Hr
Tractor, 100 PTO HP,	0.85 Hr	Tractor, 125 PTO HP	0.61 Hr	Tractor, 150 PTO HP	0.36 Hr

MATERIALS REQUIREMENT (per Acre)

11-52-00, Dry	200.00 Lb	32-00-00, URAN 32, Lqd	90.00 Ga	Butylate	5.00 Pt
Chlorpyrifos	4.00 Pt	Cyanazine	1.00 Qt	Field Corn Sd	32.00 Th
Phorate	5.00 Lb	Water, Pump	48.00 Al		

LABOR REQUIREMENT (per Acre)

Irrigators 3.26 Hr Tractor 2.72 Hr

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

** A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

Table 6E. Schedule of Operations; Corn, 1998

COUNTY:Graham FARM: Graham County 98 WATER SOURCE: Surface/Pump TILLAGE: Conventional
 CROP: Corn Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Safford Valley YIELD: 8,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 2/4/99

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	Plow	150	Moldboard Plow, 4-16 2	2.50						Tractor
2	Jan	1.0	Disk	125	Offset Disk, 13.5'	7.00						Tractor
3	Feb	1.0	Landplane	100	Landplane 12'X 45'	4.00						Tractor
4	Mar	1.0	Apply Herb. &	125	Dbl. Offset Disk, 14'	7.00	Butylate	5.00 Pt	18.75 Ga			Tractor
					Saddle Tk Sprayer, 2 Tk 8 Row		Cyanazine	1.00 Qt	30.50 Ga			
5	Mar	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	12.00	11-52-00, Dry	200.00 Lb	284.00 Tn			Tractor
6	Mar	1.0	List	125	Lister, 5 Bottom	5.00						Tractor
7	Mar	3.0	Buck Rows	100	Rowbuck, 10'	40.00						Tractor
8	Apr	1.0	Preirrigate			1.42	Water, Pump	10.00 AI	11.12 AF			Irrigators
9	Apr	1.0	Disk Ends	125	Offset Disk, 13.5'	40.00						Tractor
10	Apr	1.0	Mulch	100	Section Harrow, 3 Section	6.00						Tractor
11	Apr	1.0	Plant	100	Planter, Drill Type, 6 Row	5.00	Field Corn Sd	32.00 Th	0.94 Th			Tractor
							Phorate	5.00 Lb	1.58 Lb			
12	Apr	1.0	Remove Cap	100	Section Harrow, 3 Section	10.00						Tractor
13	Apr	1.0	Apply Fert/Ground	100	Fertilizer Injector, 6 Row	7.00	32-00-00, URAN 32,	70.00 Ga	173.00 Tn			Tractor
14	Jun	6.0	Irrigate			3.00	Water, Pump	5.00 AI	11.12 AF			Irrigators
15	Jun	1.0	Cultivate	100	Rolling Cultivator, 6 Rw	8.00						Tractor
16	Jul	2.0	Irrigate/Run Fertilizer			3.58	Water, Pump	4.00 AI	11.12 AF			Irrigators
							32-00-00, URAN 32,	10.00 Ga	173.00 Tn			
							Chlorpyrifos	2.00 Pt	50.95 Ga		4.23 Ac	
17	Jul	2.0	Apply Insecticide/Air		CST Air Spray, 3 Gal Mix							
18	Aug	1.0	Prepare Ends	125	Offset Disk, 13.5'	40.00						Tractor
19	Sep	1.0	Combine Harvest		CST Combine Corn						37.50 Ac	
20	Sep	1.0	Field Transport	100	Grain Cart, 400 BU	2.00						Tractor
21	Sep	1.0	Haul, Custom		CST Haul Grain						0.25 C	
22	Sep	1.0	Elevator Handling		CST Elevator Handling						0.20 C	
23	Sep	1.0	Drying		CST Dry Corn						0.15 C	
24	Oct	1.0	Disk Residue	125	Offset Disk, 13.5'	7.00						Tractor
			Pickup use 50 Mi/Ac		Pickup Truck, 1/2 Ton	0.60						

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