

Table 10A. Income and Cash Operating Summary; Edible Dry Beans, 1998

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Stewart, Elect TILLAGE: Double Crop
 CROP: Beans, Pinto ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Stewart YIELD: 18.8 CW / Acre PREVIOUS CROP: Wheat, Durum DATE: 3/8/99

| Item | Unit | Quantity | Price/ Unit | Budgeted /Acre | Total /Acre | Your Farm Budget |
|--|-------------|----------|----------------|-------------------|----------------|---------------------|
| INCOME Beans | Hundred Lbs | 18.80 | \$21.08 | \$396.30 | \$396.30 | _____ |
| CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax) | | | | | | |
| Paid Labor (including benefits) | | | | | 45.04 | _____ |
| Tractor/Self Propelled | | | | | 21.15 | _____ |
| Irrigation | | | | | 23.88 | _____ |
| Chemicals and Custom Applications | | | | | 90.54 | _____ |
| Fertilizer | | | | | 44.12 | _____ |
| Herbicide | | | | | 13.52 | _____ |
| Other Chemicals | | | | | 32.90 | _____ |
| Farm Machinery and Vehicles | | | | | 35.36 | _____ |
| Diesel Fuel | | | | | 14.33 | _____ |
| Repairs and Maintenance | | | | | 21.03 | _____ |
| Irrigation Water (excluding labor) | | | | | 183.54 | _____ |
| Pump Energy - Electric | | | | | 169.24 | _____ |
| Repairs and Maintenance | | | | | 14.29 | _____ |
| Other Purchased Inputs & Seed/Transplants | | | | | 42.09 | _____ |
| TOTAL CASH LAND PREPARATION AND GROWING EXPENSES | | | | | 396.57 | _____ |
| CASH HARVEST AND POST HARVEST EXPENSES | | | | | | |
| Paid Labor (including benefits) | | | | | 13.75 | _____ |
| Tractor/Self Propelled | | | | | 4.09 | _____ |
| Other/Contract | | | | | 9.65 | _____ |
| Farm Machinery and Vehicles | | | | | 30.77 | _____ |
| Diesel Fuel | | | | | 4.98 | _____ |
| Gasoline | | | | | 4.20 | _____ |
| Repairs and Maintenance | | | | | 21.59 | _____ |
| Custom Harvest/Post Harvest | | | | | 80.00 | _____ |
| TOTAL HARVEST AND POST HARVEST EXPENSE | | | | | 124.52 | _____ |
| OPERATING OVERHEAD PICKUP USE | | | | | 2.58 | _____ |
| OPERATING INTEREST AT 10.0% | | | | | 6.21 | _____ |
| TOTAL CASH OPERATING EXPENSES | | | | | \$529.87 | _____ |
| RETURNS OVER CASH OPERATING EXPENSES | | | | | (\$133.57) | _____ |

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

Table 10B. Allocations of Ownership Costs; Edible Dry Beans, 1998

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Stewart, Elect TILLAGE: Double Crop
 CROP: Beans, Pinto ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Stewart YIELD: 18.8 CW / Acre PREVIOUS CROP: Wheat, Durum DATE: 3/8/99

| Item | -- CASH COST BASIS (\$/ACRE) -- | | -- TOTAL COST BASIS (\$/ACRE) -- | |
|--|---------------------------------|-------------|----------------------------------|-------------|
| | Income and Costs | Net Returns | Income and Costs | Net Returns |
| TOTAL INCOME at \$21.08 / CW | \$396.30 | | \$396.30 | |
| TOTAL OPERATING EXPENSES | \$529.87 | | \$529.87 | |
| RETURN OVER CASH OPERATING EXPENSES | | (\$133.57) | | (\$133.57) |
| CASH OVERHEAD EXPENSES | | | | |
| Taxes, Housing and Insurance, Farm Machinery | 8.58 | | 8.58 | |
| Wells and Irrigation System | 9.80 | | 9.80 | |
| General and Office Overhead (5.0% of Total Operating Exp.) | 26.49 | | 26.49 | |
| General Farm Maintenance (3.0% of Total Operating Exp.) | 15.90 | | 15.90 | |
| Total Cash Overhead Expenses | 60.77 | | 60.77 | |
| Total Cash Operating and Overhead Cost | 590.64 | | 590.64 | |
| RETURNS OVER CASH OPER. AND OVER. EXPENSES | | (\$194.34) | | (\$194.34) |
| CAPITAL ALLOCATIONS (100% Equity) | | | | |
| Capital Replacement, Machinery and Vehicles | | | 53.13 | |
| Wells and Irrigation System | | | 32.88 | |
| Interest on Equity, Machinery and Vehicles | | | 21.87 | |
| Wells and Irrigation System | | | 18.60 | |
| Total Capital Allocations | | | 126.49 | |
| RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK -----> | | (\$194.34) | | |
| RETURNS TO LAND, MANAGEMENT AND RISK -----> | | | | (\$320.83) |
| Land Cost / Ownership (100% Equity) | | | | |
| Property Taxes (\$368.00 X 16.0% X 0.144) | 4.27 | | 4.27 | |
| Opportunity Interest on Land (100% X 6.0 X \$368.00) | | | 11.04 | |
| Total Land Costs | 4.27 | | 15.31 | |
| RETURNS TO CAPITAL, MANAGEMENT AND RISK -----> | | (\$198.61) | | |
| RETURNS TO MANAGEMENT AND RISK -----> | | | | (\$336.14) |
| Management Services (8% of Total Operation Expenses) | | | 42.39 | |
| TOTAL OWNERSHIP COST | 65.04 | | 244.96 | |
| TOTAL COST | \$594.91 | | \$774.83 | |
| RETURNS TO CAPITAL, MANAGEMENT AND RISK -----> | | (\$198.61) | | |
| RETURNS TO RISK (PROFITS) -----> | | | | (\$378.53) |
| BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb) | | \$28.18 | | \$28.18 |
| BREAK-EVEN PRICE TO COVER OWNERSHIP COST | | \$3.46 | | \$13.03 |
| BREAK-EVEN PRICE TO COVER TOTAL COST | | \$31.64 | | \$41.21 |

Table 10C. Variable Operating Costs; Edible Dry Beans, 1998

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Stewart, Elect TILLAGE: Double Crop
 CROP: Beans, Pinto ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Stewart YIELD: 18.8 CW / Acre PREVIOUS CROP: Wheat, Durum DATE: 3/8/99

| 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 | Jul | Disk | 0.300 | 0.333 | 6.66 | 2.73 | | | 9.38 | 2.0 | 18.77 | L |
| 2 | Jul | List | 0.450 | 0.500 | 5.01 | 4.09 | | | 9.10 | 1.0 | 9.10 | L |
| 3 | Jul | Mulch | 0.450 | 0.500 | 6.49 | 4.09 | | | 10.59 | 1.0 | 10.59 | L |
| 4 | Jul | Apply Herbicide/Ground | 0.150 | 0.167 | 1.26 | 1.37 | | 13.52 | 16.15 | 1.0 | 16.15 | G |
| 5 | Jul | Plant | 0.225 | 0.250 | 3.65 | 2.05 | | 66.03 | 71.73 | 1.0 | 71.73 | L |
| 6 | Jul | Irrigate | | 0.500 | 26.22 | 3.41 | | | 29.63 | 5.0 | 148.16 | G |
| 7 | Aug | Cultivate | 0.225 | 0.250 | 2.51 | 2.05 | | | 4.55 | 1.0 | 4.55 | G |
| 8 | Aug | Irrigate/Run Fertilizer | | 0.500 | 26.22 | 3.41 | | 10.09 | 39.72 | 2.0 | 79.45 | G |
| 9 | Aug | Apply Fungicide/Air | | | | | 5.54 | 10.91 | 16.45 | 2.0 | 32.90 | G |
| 10 | Oct | Dig | 0.225 | 0.250 | 2.81 | 2.05 | | | 4.85 | 1.0 | 4.85 | H |
| 11 | Oct | Windrow | 0.225 | 0.250 | 2.38 | 2.05 | | | 4.43 | 1.0 | 4.43 | H |
| 12 | Oct | Combine Harvest | 0.720 | 0.800 | 16.89 | 6.24 | | | 23.13 | 1.0 | 23.13 | H |
| 13 | Oct | Haul 40 | 0.450 | 0.500 | 8.70 | 3.41 | | | 12.11 | 1.0 | 12.11 | H |
| 14 | Oct | Cleaning 20 Tn | | | | | 80.00 | | 80.00 | 1.0 | 80.00 | P |
| 15 | Nov | Disk Residue 20 Tn | 0.225 | 0.250 | 3.12 | 2.05 | | | 5.17 | 1.0 | 5.17 | L |
| | | Pickup Use10 Mi/Acre | 0.333 | | 2.58 | | | | | | 2.58 | |
| | | Operating Interest at 10.0 | | | | | 6.21 | | | | 6.21 | |
| TOTAL CASH OPERATING EXPENSES (includes all times over): | | | | | | | | | | | 529.87 | 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) | 115.36 | Yields | \$15.81 | \$18.97 | \$21.08 | \$23.19 | \$26.35 | Break-even Price | |
| Growing (G) | 281.21 | - 25% | 14.1 | -275.40 | -230.82 | -201.10 | -171.37 | -126.79 | 35.34 |
| Harvest (H) | 44.52 | - 10% | 16.9 | -249.50 | -196.00 | -160.33 | -124.66 | -71.16 | 30.56 |
| Post Harvest (P) | 80.00 | Budgeted | 18.8 | -232.23 | -172.78 | -133.15 | -93.52 | -34.07 | 28.16 |
| Marketing (M) | 0.00 | + 10% | 20.7 | -214.96 | -149.57 | -105.97 | -62.38 | 3.01 | 26.20 |
| Operating Overhead (O) | 8.79 | + 25% | 23.5 | -189.05 | -114.74 | -65.20 | -15.67 | 58.64 | 23.85 |
| Total (T) | 529.87 | Break-even Yield | | 44.08 | 32.79 | 28.01 | 24.45 | 20.53 | |

Table 10D. Resource and Cash Flow Requirements; Edible Dry Beans, 1998

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Stewart, Elect TILLAGE: Double Crop
 CROP: Beans, Pinto ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Stewart YIELD: 18.8 CW / Acre PREVIOUS CROP: Wheat, Durum DATE: 3/8/99

| Month * | Number Irrigations | Water Applied (inches) | Total Labor (Hrs) | Operating Costs (\$/ACRE *) | | | | | | |
|----------------------------|--------------------|------------------------|-------------------|-----------------------------|-----------------------|--------------|--------------|-----------------|--------------|---------------|
| | | | | Purchased Water | Fuel, Oil and Repairs | Labor | Chemicals | Other Purchases | Services | Total |
| JUL C | 1.0 | 6.0 | 2.58 | | 55.95 | 20.47 | 37.46 | 42.09 | | 155.97 |
| AUG C | 4.0 | 24.0 | 2.25 | | 107.38 | 15.70 | 31.10 | | 5.54 | 159.72 |
| SEP C | 2.0 | 12.0 | 1.00 | | 52.44 | 6.82 | 10.91 | | 5.54 | 75.71 |
| OCT C | | | 1.80 | | 30.77 | 13.75 | | | 80.00 | 124.52 |
| NOV C | | | 0.25 | | 3.12 | 2.05 | | | | 5.17 |
| Pickup Use10 Mi/Acre | | | | | 2.58 | | | | | 2.58 |
| Operating Interest at 10.0 | | | | | | | | | 6.21 | 6.21 |
| Total | 7.0 | 42.0 | 7.88 | | 252.24 | 58.78 | 79.46 | 42.09 | 97.29 | 529.87 |
| % | | | | | 47.61 | 11.09 | 15.00 | 7.94 | 18.36 | 100.00 |

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 100.5
 Total P 75.9
 Total K 0.0
 Total Labor 7.9
 Total Water 42.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 24.7 Gal
 Unleaded Gas 4.2 Gal
 Electric / Pumping 2256.6 KWH
 All Direct Energy 11.7 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

| | | | | | |
|-------------------------|---------|---------------------------|---------|----------------------------|---------|
| Bean Knife Rig - 3 Pt/8 | 0.22 Hr | Bean Rod/Windrower 10 | 0.22 Hr | Combine Pickup Regular | 0.72 Hr |
| Combine, Sm. Gr., PL20, | 0.72 Hr | Cultivator, Sweep, 6 Rw | 0.22 Hr | Dbl. Offset Disk, 16' | 0.83 Hr |
| Lister, 7 Bottom | 0.45 Hr | Pickup Truck, 1/2 Ton | 0.33 Hr | Planter, Drill Type, 6 Row | 0.22 Hr |
| Power Mulcher, 6 Rw | 0.45 Hr | Saddle Tk Sprayer, 2 Tk 8 | 0.15 Hr | Tractor, 100 PTO HP, | 0.15 Hr |
| Tractor, 125 PTO HP, | 2.03 Hr | Tractor, 335 Eng HP, Art. | 0.60 Hr | Truck, 5 Ton, Grain | 0.45 Hr |

MATERIALS REQUIREMENT (per Acre)

| | | | | | |
|---------------|-----------|------------------------|----------|----------------|---------|
| 18-46-00, Dry | 165.00 Lb | 32-00-00, URAN 32, Lqd | 20.00 Ga | Chlorothalonil | 4.00 Pt |
| EPTC | 1.50 Pt | Pinto Bean Sd | 70.00 Lb | Trifluralin | 2.00 Pt |
| Water, Pump | 42.00 AI | | | | |

LABOR REQUIREMENT (per Acre)

| | | | | | |
|---------|---------|------------|---------|-------|---------|
| Harvest | 0.80 Hr | Irrigators | 3.50 Hr | Other | 0.50 Hr |
| Tractor | 3.08 Hr | | | | |

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

Table 10E. Schedule of Operations; Edible Dry Beans, 1998

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Stewart, Elect TILLAGE: Double Crop
 CROP: Beans, Pinto ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Stewart YIELD: 18.8 CW / Acre PREVIOUS CROP: Wheat, Durum DATE: 3/8/99

| No. | Month | First Times | Operation | Equipment/ HP Self-Prop./ Custom Oper/ Implement | Job Rate Acres/Hr | Material Use and Cost | | | | Service Cost \$/ Unit | Labor Type |
|-----|-------|-------------|-------------------------|---|----------------------|-----------------------|------------|-----------|--|--------------------------|---------------|
| | | | | | | Name | Appl. Rate | \$/ Unit | | | |
| 1 | Jul | 2.0 | Disk | 245 Dbl. Offset Disk, 16' | 3.00 | | | | | | Tractor |
| 2 | Jul | 1.0 | List | 125 Lister, 7 Bottom | 2.00 | | | | | | Tractor |
| 3 | Jul | 1.0 | Mulch | 125 Power Mulcher, 6 Rw | 2.00 | | | | | | Tractor |
| 4 | Jul | 1.0 | Apply Herbicide/Ground | 100 Saddle Tk Sprayer, 2 Tk 8 | 6.00 | Trifluralin | 2.00 Pt | 24.95 Ga | | | Tractor |
| | | | | | | EPTC | 1.50 Pt | 35.08 Ga | | | |
| 5 | Jul | 1.0 | Plant | 125 Planter, Drill Type, 6 Row | 4.00 | Pinto Bean Sd | 70.00 Lb | 57.00 CW | | | Tractor |
| | | | | | | 18-46-00, Dry | 165.00 Lb | 275.00 Tn | | | |
| 6 | Jul | 5.0 | Irrigate | | 2.00 | Water, Pump | 6.00 Al | 52.44 AF | | | Irrigators |
| 7 | Aug | 1.0 | Cultivate | 125 Cultivator, Sweep, 6 Rw | 4.00 | | | | | | Tractor |
| 8 | Aug | 2.0 | Irrigate/Run Fertilizer | | 2.00 | Water, Pump | 6.00 Al | 52.44 AF | | | Irrigators |
| | | | | | | 32-00-00, URAN 32, | 10.00 Ga | 173.00 Tn | | | |
| | | | | | | Chlorothalonil | 2.00 Pt | 41.37 Ga | | 5.54 Ac | |
| 9 | Aug | 2.0 | Apply Fungicide/Air | CST Air Spray, 10 Gal Mix | | | | | | | |
| 10 | Oct | 1.0 | Dig | 125 Bean Knife Rig - 3 Pt/8 | 4.00 | | | | | | Tractor |
| 11 | Oct | 1.0 | Windrow | 125 Bean Rod/Windrower 10 | 4.00 | | | | | | Tractor |
| 12 | Oct | 1.0 | Combine Harvest | Combine, Sm. Gr., PL20, 155 | 1.25 | | | | | | Harvest |
| 13 | Oct | 1.0 | Haul | Truck, 5 Ton, Grain | 2.00 | | | | | | Other |
| 14 | Oct | 1.0 | Cleaning | CST Clean Dry Beans | | | | | | 4.00 Tn | |
| 15 | Nov | 1.0 | Disk Residue | 125 Dbl. Offset Disk, 16' | 4.00 | | | | | | Tractor |
| | | | Pickup use 10 Mi/Ac | Pickup Truck, 1/2 Ton | 3.00 | | | | | | |

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

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