

**Table 9A. Income and Cash Operating Summary; Upland Cotton, 1998**

COUNTY: Cochise                      FARM: Cochise County 98                      WATER SOURCE: Ks Settlement, NG                      TILLAGE: Conventional  
 CROP: Cotton, Upland                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Kansas Settlement                      YIELD: 744.0 Lb / Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 2/4/99

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME	Lint	Pound	744.00	\$0.68	\$505.92	\$594.10
	Cottonseed	Ton	0.66	\$133.60	\$88.18	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)						41.38
Tractor/Self Propelled						21.37
Irrigation						20.01
Chemicals and Custom Applications						92.98
Fertilizer						27.11
Insecticide						24.15
Herbicide						3.95
Other Chemicals						37.76
Farm Machinery and Vehicles						28.86
Diesel Fuel						10.55
Repairs and Maintenance						18.31
Irrigation Water (excluding labor)						129.79
Natural Gas/Pumping						110.90
Repairs and Maintenance						18.90
Other Purchased Inputs &						18.19
Seed/Transplants						15.19
Other Services and Rentals						3.00
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES						311.20
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)						23.32
Tractor/Self Propelled						1.49
Other/Contract						21.83
Farm Machinery and Vehicles						70.49
Diesel Fuel						10.49
Repairs and Maintenance						60.00
Custom Harvest/Post Harvest						1.86
Cotton Ginning						64.55
Crop Assessment						4.17
TOTAL HARVEST AND POST HARVEST EXPENSE						164.39
OPERATING OVERHEAD PICKUP USE						15.45
OPERATING INTEREST AT 10.0%						18.47
TOTAL CASH OPERATING EXPENSES						\$509.51
RETURNS OVER CASH OPERATING EXPENSES						\$84.58

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

**Table 9B. Allocations of Ownership Costs; Upland Cotton, 1998**

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Ks Settlement, NG  
 CROP: Cotton, Upland ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow  
 AREA: Kansas Settlement YIELD: 744.0 Lb / Acre PREVIOUS CROP: Cotton, Upland

TILLAGE: Conventional  
 SOIL: Sandy-Loam  
 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 \$0.68 / Lb	\$594.10		\$594.10	
TOTAL OPERATING EXPENSES	\$509.51		\$509.51	
RETURN OVER CASH OPERATING EXPENSES		\$84.58		\$84.58
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	9.73		9.73	
Wells and Irrigation System	11.14		11.14	
General and Office Overhead (5.0% of Total Operating Exp.)	25.48		25.48	
General Farm Maintenance (3.0% of Total Operating Exp.)	15.29		15.29	
Total Cash Overhead Expenses	61.63		61.63	
Total Cash Operating and Overhead Cost	571.14		571.14	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$22.95		\$22.95
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			72.30	
Wells and Irrigation System			41.47	
Interest on Equity, Machinery and Vehicles			32.97	
Wells and Irrigation System			21.15	
Total Capital Allocations			167.90	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$22.95		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$144.94)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$368.00 X 16.0% X 0.144)	8.54		8.54	
Opportunity Interest on Land (100% X 6.0 X \$368.00)			22.08	
Total Land Costs	8.54		30.62	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$14.42		
RETURNS TO MANAGEMENT AND RISK ----->				(\$175.56)
Management Services (8% of Total Operation Expenses)			40.76	
TOTAL OWNERSHIP COST	70.17		300.90	
TOTAL COST	\$579.68		\$810.42	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$14.42		
RETURNS TO RISK (PROFITS) ----->				(\$216.32)
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )		\$0.57		\$0.57
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.09		\$0.40
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.66		\$0.97

**Table 9C. Variable Operating Costs; Upland Cotton, 1998**

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional  
 CROP: Cotton, Upland ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Kansas Settlement YIELD: 744.0 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	5.33	3.28			8.60	1.0	8.60	L
2	Jan	Apply Soil Amendment					24.00	69.63	93.63	0.3	28.09	L
3	Jan	Disk	0.129	0.143	2.00	1.17			3.18	1.0	3.18	L
4	Jan	Landplane	0.225	0.250	2.97	2.05			5.02	1.0	5.02	L
5	Feb	Apply Herbicide/Ground	0.150	0.167	1.26	1.37		3.95	6.58	1.0	6.58	G
6	Mar	List	0.180	0.200	2.38	1.64			4.02	1.0	4.02	L
7	Mar	Buck Rows	0.022	0.025	0.16	0.20			0.37	2.0	0.73	G
8	Mar	Preirrigate		0.847	42.09	5.78			47.87	1.0	47.87	G
9	Apr	Disk Ends	0.023	0.025	0.35	0.20			0.56	3.0	1.67	G
10	Apr	Mulch	0.225	0.250	2.28	2.05			4.33	1.0	4.33	L
11	Apr	Plant	0.225	0.250	2.89	2.05		30.51	35.45	1.0	35.45	L
12	Apr	Remove Cap	0.150	0.167	1.07	1.37			2.44	1.0	2.44	G
13	May	Irrigate		0.417	17.54	2.85			20.39	5.0	101.93	G
14	May	Soil Fertility					3.00		3.00	1.0	3.00	G
15	May	Cultivate/Side Dress	0.300	0.333	3.93	2.73		27.11	33.77	1.0	33.77	G
16	Jun	Cultivate	0.164	0.182	1.36	1.49			2.85	1.0	2.85	G
17	Jul	Apply Fungicide/Air					4.23	5.44	9.67	1.0	9.67	G
18	Jul	Apply Insecticide/Air					4.23	13.44	17.67	0.5	8.83	G
19	Oct	Cotton, First Pick	0.900	1.000	36.64	7.80			44.44	1.0	44.44	H
20	Oct	Cotton, Make Modules	0.900	1.000	11.08	6.82			17.91	1.0	17.91	H
21	Oct	Haul, Custom .1 Mu								1.0		H
22	Nov	Cotton, Second Pick .1 Mu	0.600	0.666	24.43	5.19			29.62	0.6	17.77	H
23	Oct	Cotton, Make Modules .1	0.900	1.000	11.08	6.82			17.91	0.6	10.74	H
24	Oct	Cotton Ginning 21.9 Cs						64.55	64.55	1.0	64.55	P
25	Dec	Cotton Classing 1.5 Ba						1.86	1.86	1.0	1.86	M
26	Dec	Crop Assessment 1.5 Ba						4.17	4.17	1.0	4.17	M
27	Dec	Cut Stalks 1.5 Ba	0.164	0.182	1.46	1.49			2.95	1.0	2.95	P
28	Dec	Disk Residue 1.5 Ba	0.129	0.143	2.00	1.17			3.18	1.0	3.18	L
		Pickup Use60 Mi/Acre	2.000		15.45						15.45	
		Operating Interest at 10.0					18.47				18.47	
=====												
TOTAL CASH OPERATING EXPENSES (includes all times over):												
509.51 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**

Land Preparation (L)	91.86
Growing (G)	219.35
Harvest (H)	90.86
Post Harvest (P)	67.50
Marketing (M)	6.03
Operating Overhead (O)	33.92
=====	
Total (T)	\$509.51

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

		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%		
Yields			\$0.51	\$0.61	\$0.68	\$0.75	\$0.85	Break-even Price	
- 25%	558.0	-184.92	-128.01	-90.06	-52.12	4.80	0.84		
- 10%	669.6	-152.67	-84.37	-38.83	6.70	75.00	0.74		
Budgeted	744.0	-131.16	-55.27	-4.68	45.91	121.80	0.69		
+ 10%	818.4	-109.66	-26.18	29.47	85.12	168.60	0.64		
Break-even Yield		1,197.77	885.35	754.20	656.89	550.37			

**Table 9D. Resource and Cash Flow Requirements; Upland Cotton, 1998**

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional  
 CROP: Cotton, Upland ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Kansas Settlement YIELD: 744.0 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			0.60		7.82	4.88	20.89		7.20	40.79
FEB C			0.28		3.12	2.29	1.97			7.38
MAR C	1.0	12.0	1.16		45.27	8.31	1.97			55.55
APR C			0.69		6.59	5.67	15.32	15.19		42.77
MAY C	1.0	5.0	0.80		21.98	5.98	27.11		3.00	58.08
JUN C	1.0	5.0	0.60		18.90	4.34				23.24
JUL C	2.0	10.0	0.83		35.08	5.69	12.16		6.35	59.28
AUG C	1.0	5.0	0.42		17.54	2.85				20.39
OCT C			1.42		33.76	10.44			38.73	82.93
NOV C			1.47		30.74	10.56			19.37	60.66
DEC C			0.46		8.35	3.70			12.48	24.53
Pickup Use60 Mi/Acre					15.45					15.45
Operating Interest at 10.0									18.47	18.47
<b>Total</b>	<b>6.0</b>	<b>37.0</b>	<b>8.72</b>		<b>244.59</b>	<b>64.70</b>	<b>79.43</b>	<b>15.19</b>	<b>105.60</b>	<b>509.51</b>
<b>%</b>					<b>48.00</b>	<b>12.70</b>	<b>15.59</b>	<b>2.98</b>	<b>20.73</b>	<b>100.00</b>

TOTAL RESOURCE REQUIREMENTS ( per Acre)

Total N 92.0  
 Total P 0.0  
 Total K 0.0  
 Total Labor 8.7  
 Total Water 37.0

TOTAL ENERGY REQUIREMENTS ( per Acre)

Diesel Fuel 26.9 Gal  
 Unleaded Gas 6.0 Gal  
 Nat Gas/Pumping 299.2 Therms  
 All Direct Energy 34.4 M BTU

EQUIPMENT REQUIREMENTS ( per Acre)

Cotton Picker, 2 Row	1.26 Hr	Fert. Side Dress Unit,	0.30 Hr	Landplane 12'X 45'	0.22 Hr
Lister, 5 Bottom	0.18 Hr	Module Builder	1.44 Hr	Moldboard Plow, 4-16 2	0.36 Hr
Offset Disk, 16.5'	0.32 Hr	Pickup Truck, 1/2 Ton	2.00 Hr	Planter, Drill Type, 4 Row	0.22 Hr
Power Mulcher, 4 Rw	0.22 Hr	Rolling Cultivator, 4 Rw	0.46 Hr	Rotary Stalk Cutter, 4 Row	0.16 Hr
Rowbuck, 10'	0.04 Hr	Saddle Tk Sprayer, 2 Tk 8	0.15 Hr	Section Harrow, 3 Section	0.15 Hr
Tractor, 80 PTO HP,	1.44 Hr	Tractor, 100 PTO HP,	1.42 Hr	Tractor, 125 PTO HP	1.09 Hr

MATERIALS REQUIREMENT ( per Acre)

46-00-00, Urea 46	200.00 Lb	Chlorpyrifos	1.00 Pt	Gypsum	0.60 Tn
Mancozeb	2.00 Lb	Phorate	6.66 Lb	Trifluralin	1.20 Pt
Upl Cotton Sd+NU-Flow	20.00 Lb	Water, Pump	37.00 Al		

LABOR REQUIREMENT ( per Acre)

Harvest	1.40 Hr	Irrigators	2.93 Hr	Other	1.60 Hr
Tractor	2.79 Hr				

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

**Table 9E. Schedule of Operations; Upland Cotton, 1998**

COUNTY: Cochise FARM: Cochise County 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional  
 CROP: Cotton, Upland ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Kansas Settlement YIELD: 744.0 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			\$ / Unit	
1	Oct	0.6	Cotton, Make Modules	80	Module Builder	1.00					Other		
2	Oct	1.0	Cotton Ginning		CST Gin Upland Cotton					2.95	Cs		
3	Dec	1.0	Cotton Classing		CST Class Cotton, HVI					1.25	Ba		
4	Dec	1.0	Crop Assessment		CST Upland (High Elev)					2.80	Ba		
5	Dec	1.0	Cut Stalks	100	Rotary Stalk Cutter, 4 Row	5.50					Tractor		
6	Dec	1.0	Disk Residue	125	Offset Disk, 16.5'	7.00					Tractor		
			Pickup use 60 Mi/Ac		Pickup Truck, 1/2 Ton	0.50							
7	Jan	1.0	Plow	125	Moldboard Plow, 4-16 2	2.50					Tractor		
8	Jan	0.3	Apply Soil Amendment		CST Grnd Apply Gypsum		Gypsum	2.00	Tn	33.00	Tn	24.00	Ac
9	Jan	1.0	Disk	125	Offset Disk, 16.5'	7.00					Tractor		
10	Jan	1.0	Landplane	125	Landplane 12'X 45'	4.00					Tractor		
11	Feb	1.0	Apply Herbicide/Ground	100	Saddle Tk Sprayer, 2 Tk 8	6.00	Trifluralin	1.20	Pt	24.95	Ga	Tractor	
12	Mar	1.0	List	125	Lister, 5 Bottom	5.00					Tractor		
13	Mar	2.0	Buck Rows	100	Rowbuck, 10'	40.00					Tractor		
14	Mar	1.0	Preirrigate			1.18	Water, Pump	12.00	Al	42.09	AF	Irrigators	
15	Apr	3.0	Disk Ends	125	Offset Disk, 16.5'	40.00					Tractor		
16	Apr	1.0	Mulch	100	Power Mulcher, 4 Rw	4.00					Tractor		
17	Apr	1.0	Plant	100	Planter, Drill Type, 4 Row	4.00	Upl Cotton Sd+NU-Flow Phorate	20.00	Lb	72.00	Lb	Tractor	
								6.66	Lb	2.18	Lb		
18	Apr	1.0	Remove Cap	100	Section Harrow, 3 Section	6.00					Tractor		
19	May	5.0	Irrigate			2.40	Water, Pump	5.00	Al	42.09	AF	Irrigators	
20	May	1.0	Soil Fertility		CST Soil Analysis (Surface)						3.00	Ac	
21	May	1.0	Cultivate/Side Dress	100	Rolling Cultivator, 4 Rw Fert. Side Dress Unit, 4Row	3.00	46-00-00, Urea 46	200.00	Lb	257.00	Tn	Tractor	
22	Jun	1.0	Cultivate	100	Rolling Cultivator, 4 Rw	5.50					Tractor		
23	Jul	1.0	Apply Fungicide/Air		CST Air Spray, 3 Gal Mix		Mancozeb	2.00	Lb	2.58	Lb	4.23	Ac
24	Jul	0.5	Apply Insecticide/Air		CST Air Spray, 3 Gal Mix		Chlorpyrifos	2.00	Pt	50.95	Ga	4.23	Ac
25	Oct	1.0	Cotton, First Pick		Cotton Picker, 2 Row	1.00					Harvest		
26	Oct	1.0	Cotton, Make Modules		80 Module Builder	1.00					Other		
27	Oct	1.0	Haul, Custom		CST Haul Cotton Modules						0.00	Mu	
28	Nov	0.6	Cotton, Second Pick		Cotton Picker, 2 Row	1.50					Harvest		

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

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