

Table 13A. Income and Cash Operating Cost Summary, Durum Wheat(Center Pivot), 1996

COUNTY: Cochise FARM: Cochise County Farm WATER SOURCE: StewNG TILLAGE: Double Crop
 CROP: Wheat, Durum ACRES: 1.0 IRRIGATION SYSTEM: Center Pivot w/ SOIL: Sandy-Loam
 AREA: Stewart YIELD: 5,000.0 Lb/Acre PREVIOUS CROP: Corn Grain DATE: 10/08/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Grain	Pound	5,000.00	\$0.0682	\$341.00	\$341.00	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					4.49	
Tractor/Self Propelled				3.36		
Irrigation				1.12		
Chemicals & Custom Applications					89.69	
Fertilizers				66.42		
Insecticides				23.26		
Farm Machinery and Vehicles					4.65	
Diesel Fuel				1.80		
Repairs & Maint.				2.85		
Irrigation (excluding labor)					107.04	
Pump Energy - Elect.				20.83		
Natural Gas/Pumping				66.71		
Repairs & Maint.				19.49		
Other Purchased Inputs & Services					39.69	
Seed/Transplants				39.69		
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					245.54	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					4.69	
Tractor/Self Propelled				4.69		
Farm Machinery and Vehicles					6.12	
Diesel Fuel				2.57		
Repairs & Maint.				3.56		
Custom Harvest/Post Harvest					47.50	
TOTAL HARVEST AND POST HARVEST EXPENSE					58.32	
OPERATING OVERHEAD->PICKUP USE					2.64	
OPERATING INTEREST AT 8.0%					4.75	
TOTAL CASH OPERATING EXPENSES					\$311.25	
RETURNS OVER CASH OPERATING EXPENSES					\$29.75	

Notes: The above figures do not include ownership costs, see Table 13B on Next Page for detailed cost allocation.

Table 13B. Allocation of Ownership Costs; Durum Wheat(Center Pivot), 1996

COUNTY: Cochise FARM: Cochise County Farm WATER SOURCE: StewNG TILLAGE: Double Crop
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Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 0.0682/Lb	\$341.00		\$341.00	
TOTAL OPERATING EXPENSES	311.25		311.25	
RETURN OVER CASH OPERATING EXPENSES		\$29.74		\$29.74
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	1.33		1.33	
Wells & Irrig. System	9.45		9.45	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	15.56		15.56	
General Farm Maint. (3% of Tot. Oper. Exp.)	9.34		9.34	
Total Cash Overhead Expenses	35.68		35.68	
Total Cash Oper. & Over. Cost	346.93		346.93	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(5.93)		(5.93)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			7.50	
Wells & Irrig. System			36.20	
Interest on Equity, Machinery & Vehicles			3.98	
Wells & Irrig. System			27.82	
Total Capital Allocations			75.50	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		(5.93)		
RETURNS TO LAND, MANAGEMENT & RISK				(81.43)
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$260 X 16% X .14112)	2.93		2.93	
Opport. Inter. on Land (100% X 6.0% X \$260)			7.80	
Total Land Costs	2.93		10.73	
RETURNS TO MANAGEMENT, CAPITAL & RISK		(8.86)		
RETURNS TO MANAGEMENT & RISK				(92.17)
Management Services (8% of Tot. Oper. Exp.)			24.90	
TOTAL OWNERSHIP COST	38.61		146.82	
TOTAL COST	\$349.86		\$458.07	
RETURN TO MANAGEMENT, CAPITAL & RISK		(\$8.86)		
RETURN TO RISK (PROFITS)				(\$117.07)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$0.0622		\$0.0622
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.0077		\$0.0293
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.0699		\$0.0916

Table 13C. Variable Operating Costs; Durum Wheat(Center Pivot), 1996

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 AREA: Stewart YIELD: 5,000.0 Lb/Acre PREVIOUS CROP: Corn Grain DATE: 10/08/96

No.	First Month	Operation	Hours * —		Operating Costs (\$/Acre*)					Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total			Times
1	Dec	Disk	0.180	0.200	2.52	1.68			4.20	1.0	4.20	L
2	Jan	Plant	0.180	0.200	2.13	1.68		65.94	69.75	1.0	69.75	L
3	Jan	Irrigate		0.002	1.34	0.01			1.35	75.0	100.94	G
4	Mar	Irrigate/Run Fertilizer		0.002	1.34	0.01		8.03	9.38	5.0	46.88	G
5	Mar	Apply Insecticide/Air						6.00	5.63	2.0	23.26	G
6	Jul	Prepare Ends	0.022	0.025	0.26	0.21			0.47	1.0	0.47	H
7	Jul	Combine Harvest						35.00	35.00	1.0	35.00	H
8	Jul	Field Transport	0.180	0.200	1.70	1.68			3.38	1.0	3.38	H
9	Jul	Haul, Custom 50.0 CW						12.50	12.50	1.0	12.50	H
10	Aug	Residue Disposal	0.300	0.333	4.16	2.80			6.96	1.0	6.96	P
		Pickup Use 10 Mi/Ac	0.330		2.64						2.64	O
		Operating Interest at 8.00%						6.99			6.99	O
TOTAL CASH OPERATING EXPENSES:					\$120.29	\$8.85	\$66.49	\$117.35			\$312.98	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 NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)							
		Prices ->		-25%	-10%	Budgeted	+10%	+25%	
Land Preparation (L)	\$73.94								
Growing (G)	171.08								
Harvest (H)	51.35	Yields		\$0.05	\$0.06	\$0.06	\$0.07	\$0.08	Break-even
Post Harvest (P)	6.96								
Marketing (M)	0.00	-25%	3,750.0	-106.58	-68.22	-42.64	-17.07	21.29	0.07
Operating Overhead (O)	9.63	-10%	4,500.0	-76.96	-30.93	-0.24	30.44	76.48	0.06
		Budgeted	5,000.0	-57.22	-6.07	28.02	62.12	113.27	0.06
Total (T)	\$312.97	+10%	5,500.0	-37.48	18.78	56.29	93.80	150.06	0.05
		+25%	6,250.0	-7.86	56.07	98.69	141.32	205.25	0.05
		Break-even Yield		6,449.22	5,122.20	4,504.31	4,019.45	3,460.67	

Table 13D. Resource and Cash Flow Requirements; Durum Wheat(Center Pivot), 1996

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Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						Total
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	
DEC P			0.20		2.52	1.68				4.20
JAN C	8.0	2.8	0.21		12.82	1.79	26.25	39.69		80.55
FEB C	7.0	2.4	0.01		9.35	0.10				9.45
MAR C	22.0	7.7	0.04		29.39	0.31	21.70		6.00	57.40
APR C	28.0	9.8	0.05		37.40	0.39	29.73		6.00	73.53
MAY C	15.0	5.2	0.03		20.04	0.21				20.25
JUL C			0.22		1.96	1.89			30.00	33.86
AUG C			0.33		4.16	2.80				6.96
Pickup Use 10 Mi/Ac					2.64					2.64
Operating Interest at 8.0%									7.00	7.00
Total	80.0	28.0	1.11		120.29	9.18	77.68	39.69	49.00	295.84
%					40.65	3.10	26.26	13.41	16.56	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	151.5 lbs	Diesel Fuel	4.8 Gal
Total P	40.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	1.0 Gal
Total Labor	1.1 Hrs	Electricity/Pumping	258.6 KWH
Total Water	28.0 AI	Natural Gas/Pumping	174.9 Therms
		All Direct Energy	19.1 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Tractor, 125 PTO HP, MFWD	0.48 Hrs	Offset Disk, 16.5'	0.20 Hrs Tractor, 100 PTO HP, MFWD
Grain Drill 12' W/Fert Box	0.18 Hrs	Grain Cart, 400 BU	0.18 Hrs Dbl. Offset Disk, 16'
Pickup Truck, 1/2 Ton	0.33 Hrs		

MATERIALS REQUIREMENTS (/Acre)			
Durum Wheat Sd, Cert	180.00 Lb	16-20-00, Dry	200.00 Lb Water, Pump
32-00-00, URAN 32, Lqd	33.75 Ga	Disulfoton	1.50 Pt

LABOR REQUIREMENTS (/Acre)			
Tractor	0.96 Hrs	Irrigators	0.16 Hrs

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

Table 13E Schedule of Operations; Durum Wheat(Center Pivot), 1996

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No.	First Month	Times	Operation	Equipment/Custom Oper. HP Self-Prop./Implem.	Job Rate Acres/Hr	Material Use & Cost Name	Appl. Rate	Service Cost \$/Unit	Labor \$/Unit	Labor Type
1	Dec	1.0	Disk	125 Offset Disk, 16.5'	5.00					Tractor
2	Jan	1.0	Plant	100 Grain Drill 12' W/Fert	5.00	Durum Wheat Sd, Ce 16-20-00, Dry	180.00 Lb	21.00 CW		Tractor
3	Jan	75.0	Irrigate		480.00	Water, Pump	0.35 AI	33.32 AF		Irrigator
4	Mar	5.0	Irrigate/Run Fertiliz		480.00	Water, Pump 32-00-00, URAN 32,	0.35 AI	33.32 AF		Irrigator
5	Mar	2.0	Apply Insecticide/Air	CST Air Spray, 3 Gal Mi		Disulfoton	6.75 Ga	205.00 Tn		
6	Jul	1.0	Prepare Ends	100 Offset Disk, 16.5'	40.00		0.75 Pt	57.21 Ga	6.00 Ac	Tractor
7	Jul	1.0	Combine Harvest	CST Combine Wheat					17.50 Ac	
8	Jul	1.0	Field Transport	100 Grain Cart, 400 BU	5.00					Tractor
9	Jul	1.0	Haul, Custom	CST Haul Grain					0.25 CW	
10	Aug	1.0	Residue Disposal	125 Dbl. Offset Disk, 16'	3.00					Tractor
			Pickup Use 10 Mi/Ac	Pickup Truck, 1/2 Ton	3.00					

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

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