



Table 8B. Allocation of Ownership Costs; Grain Sorghum, 1996

COUNTY: Greenlee	FARM: Greenlee County Farm	WATER SOURCE: DEastN	TILLAGE: Conventional
CROP: Sorghum(Milo), Grain	ACRES: 1.0	IRRIGATION SYSTEM: Flood Furrow	SOIL: Sandy-Loam
AREA: Duncan Valley	YIELD: 7,000.0 Lb/Acre	PREVIOUS CROP: Cotton, Upland	DATE: 10/04/96

Item	- CASH COST BASIS (\$/ACRE) - Income & Costs	Net Returns	- TOTAL COST BASIS (\$/ACRE) - Income & Costs	Net Returns
TOTAL INCOME at \$ 0.0682/Lb	\$477.40		\$477.40	
TOTAL OPERATING EXPENSES	312.00		312.00	
RETURN OVER CASH OPERATING EXPENSES		\$165.39		\$165.39
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	3.15		3.15	
Wells & Irrig. System	2.66		2.66	
Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)	15.60		15.60	
General Farm Maint. ( 3% of Tot. Oper. Exp.)	9.36		9.36	
Total Cash Overhead Expenses	30.77		30.77	
Total Cash Oper. & Over. Cost	342.77		342.77	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		134.62		134.62
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			16.48	
Wells & Irrig. System			32.16	
Interest on Equity, Machinery & Vehicles			8.51	
Wells & Irrig. System			7.97	
Total Capital Allocations			65.11	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		134.62		
RETURNS TO LAND, MANAGEMENT & RISK				69.50
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$480 X 16% X .06830)	5.24		5.24	
Opport. Inter. on Land (100% X 6.0% X \$480)			28.80	
Total Land Costs	5.24		34.04	
RETURNS TO MANAGEMENT, CAPITAL & RISK		129.37		
RETURNS TO MANAGEMENT & RISK				35.46
Management Services ( 8% of Tot. Oper. Exp.)			24.96	
TOTAL OWNERSHIP COST	36.01		154.89	
TOTAL COST	\$348.02		\$466.89	
RETURN TO MANAGEMENT, CAPITAL & RISK		\$129.37		
RETURN TO RISK (PROFITS)				\$10.50
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$0.0445		\$0.0445
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.0051		\$0.0221
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.0497		\$0.0667

COUNTY: Greenlee FARM: Greenlee County Farm WATER SOURCE: DEastN TILLAGE: Conventional  
 CROP: Sorghum(Milo), Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Duncan Valley YIELD: 7,000.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/04/96

No.	First Month	Operation	— Hours * —			Operating Costs (\$/Acre*)				Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total			Times
1	Feb	Rip	0.300	0.333	2.90	2.80			5.70	2.0	11.39	L
2	Mar	Disk	0.180	0.200	1.97	1.68			3.65	1.0	3.65	L
3	Mar	Landplane	0.257	0.286	2.58	2.41			4.99	1.0	4.99	L
4	Apr	Apply Fert/Ground	0.060	0.067	0.54	0.56		39.38	40.48	1.0	40.48	G
5	Apr	List	0.180	0.200	1.88	1.68			3.56	1.0	3.56	L
6	Apr	Buck Rows	0.030	0.033	0.26	0.28			0.54	1.0	0.54	G
7	Apr	Preirrigate		0.629	11.38	5.29			16.67	1.0	16.67	G
8	May	Mulch	0.150	1.670	1.28	14.04			15.32	1.0	15.32	L
9	May	Plant	0.257	0.286	3.43	2.41		9.45	15.29	1.0	15.29	L
10	May	Remove Cap	0.150	0.167	1.28	1.40			2.68	1.0	2.68	G
11	Jun	Cultivate	0.450	0.500	4.71	4.20			8.91	1.0	8.91	G
12	Jun	Irrigate/Run Fertilizer		0.314	5.69	2.64		36.23	44.56	1.0	44.56	G
13	Jun	Apply Herbicide/Ground	0.150	0.167	1.51	1.40		1.54	4.45	1.0	4.45	G
14	Jun	Irrigate		0.211	5.69	1.77			7.46	5.0	37.30	G
15	Aug	Apply Insecticide/Air					6.00	7.52	13.52	1.0	13.52	G
16	Nov	Prepare Ends	0.030	0.033	0.33	0.28			0.61	1.0	0.61	H
17	Nov	Combine Harvest					42.00		42.00	1.0	42.00	H
18	Nov	Haul, Custom 70.0 CW					17.50		17.50	1.0	17.50	H
19	Dec	Cut Stalks	0.450	0.500	4.20	4.20			8.40	1.0	8.40	P
20	Dec	Disk Residue	0.180	0.200	1.97	1.68			3.65	1.0	3.65	L
		Pickup Use 40 Mi/Ac	1.330		9.90				9.90		9.90	O
		Operating Interest at 9.00%					7.84				7.84	O
TOTAL CASH OPERATING EXPENSES:					\$87.17	\$58.60	\$73.34	\$94.12			\$313.23	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)	\$57.85								
Growing (G)	169.11								
Harvest (H)	60.10	Yields		\$0.05	\$0.06	\$0.06	\$0.07	\$0.08	Break-even
Post Harvest (P)	8.39								
Marketing (M)	0.00	-25%	5,250.0	-27.56	26.14	61.95	97.75	151.46	0.05
Operating Overhead (O)	17.74	-10%	6,300.0	15.86	80.31	123.28	166.25	230.69	0.04
		Budgeted	7,000.0	44.82	116.43	164.17	211.91	283.52	0.04
		+10%	7,700.0	73.77	152.54	205.06	257.57	336.34	0.04
		+25%	8,750.0	117.20	206.72	266.39	326.07	415.58	0.03
Total (T)	\$313.22	Break-even Yield		5,916.34	4,743.24	4,189.45	3,751.45	3,242.90	

Table 8D. Resource and Cash Flow Requirements; Grain Sorghum, 1996

COUNTY: Greenlee FARM: Greenlee County Farm WATER SOURCE: DEastN TILLAGE: Conventional  
 CROP: Sorghum(Milo), Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Duncan Valley YIELD: 7,000.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/04/96

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
FEB C			0.66		5.79	5.60				11.39
MAR C			0.48		4.55	4.09				8.64
APR C	1.0	12.0	0.92		14.06	7.81	39.38			61.26
MAY C			2.12		6.00	17.85		9.45		33.30
JUN C	2.0	12.0	1.19		17.60	10.02	37.77			65.39
JUL C	2.0	12.0	0.42		11.38	3.55				14.93
AUG C	2.0	12.0	0.42		11.38	3.55	7.52		6.00	28.45
NOV C			0.03		0.33	0.28			35.00	35.61
DEC C			0.70		6.17	5.89				12.05
Pickup Use 40 Mi/Ac					9.90					9.90
Operating Interest at 9.0%									7.87	7.87
<b>Total</b>	<b>7.0</b>	<b>48.0</b>	<b>6.97</b>		<b>87.17</b>	<b>58.64</b>	<b>84.67</b>	<b>9.45</b>	<b>48.87</b>	<b>288.80</b>
%					30.18	20.30	29.32	3.27	16.92	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	212.0 lbs	Diesel Fuel	15.4 Gal
Total P	60.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	4.0 Gal
Total Labor	6.9 Hrs	Natural Gas/Pumping	103.7 Therms
Total Water	48.0 AI	All Direct Energy	13.0 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Tractor, 100 PTO HP, MFWD	3.12 Hrs	V-Ripper, 5 Shnk	0.60 Hrs
Landplane 12' X 45'	0.26 Hrs	Fertilizer Broadcaster, Towed	0.06 Hrs
Rowbuck, 10'	0.03 Hrs	Section Harrow, 3 Section	0.30 Hrs
Sled Cultivator, 4Rw	0.45 Hrs	Saddle Tk Sprayer, 2 Tk 8 Row	0.15 Hrs
Pickup Truck, 1/2 Ton	1.33 Hrs	Offset Disk, 12'	0.39 Hrs
		Lister, 5 Bottom	0.18 Hrs
		Planter, 4 Row	0.26 Hrs
		Rotary Stalk Cutter, 2 Row	0.45 Hrs

MATERIALS REQUIREMENTS (/Acre)			
16-20-00, Dry	300.00 Lb	Water, Pump	48.00 AI
82-00-00, Anhyd. Ammonia	200.00 Lb	2,4-d	1.00 Pt
		Grain Sorghum Sd	10.00 Lb
		Dimethoate	2.00 Pt

LABOR REQUIREMENTS (/Acre)			
Tractor	4.98 Hrs	Irrigators	2.00 Hrs

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

Table 8E Schedule of Operations; Grain Sorghum, 1996

COUNTY: Greenlee FARM: Greenlee County Farm WATER SOURCE: DEastN TILLAGE: Conventional  
 CROP: Sorghum(Milo), Grain ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Duncan Valley YIELD: 7,000.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/04/96

No.	First Month	Times	Operation	Equipment/Custom Oper. HP Self-Prop./Implem.	Job Rate Acres/Hr	Material Use & Cost Name Appl. Rate \$/Unit	Service Cost \$/Unit	Labor Type
1	Feb	2.0	Rip	100 V-Ripper, 5 Shnk	3.00			Tractor
2	Mar	1.0	Disk	100 Offset Disk, 12'	5.00			Tractor
3	Mar	1.0	Landplane	100 Landplane 12'X 45'	3.50			Tractor
4	Apr	1.0	Apply Fert/Ground	100 Fertilizer Broadcaster,	15.00	16-20-00, Dry 300.00 Lb	250.00 Tn	Tractor
5	Apr	1.0	List	100 Lister, 5 Bottom	5.00			Tractor
6	Apr	1.0	Buck Rows	100 Rowbuck, 10'	30.00			Tractor
7	Apr	1.0	Preirrigate		1.59	Water, Pump 12.00 AI	11.38 AF	Irrigator
8	May	1.0	Mulch	100 Section Harrow, 3 Secti	6.00			Tractor
9	May	1.0	Plant	100 Planter, 4 Row	3.50	Grain Sorghum Sd 10.00 Lb	90.00 CW	Tractor
10	May	1.0	Remove Cap	100 Section Harrow, 3 Secti	6.00			Tractor
11	Jun	1.0	Cultivate	100 Sled Cultivator, 4Rw	2.00			Tractor
12	Jun	1.0	Irrigate/Run Fertiliz		3.18	Water, Pump 6.00 AI	11.38 AF	Irrigator
						82-00-00, Anhyd. A 200.00 Lb	345.00 Tn	
13	Jun	1.0	Apply Herbicide/Groun	100 Saddle Tk Sprayer, 2 Tk	6.00	2,4-d 1.00 Pt	11.71 Ga	Tractor
14	Jun	5.0	Irrigate		4.75	Water, Pump 6.00 AI	11.38 AF	Irrigator
15	Aug	1.0	Apply Insecticide/Air	CST Air Spray, 3 Gal Mi		Dimethoate 2.00 Pt	28.63 Ga	6.00 Ac
16	Nov	1.0	Prepare Ends	100 Offset Disk, 12'	30.00			Tractor
17	Nov	1.0	Combine Harvest	CST Combine Wheat				17.50 Ac
18	Nov	1.0	Haul, Custom	CST Haul Grain				0.25 CW
19	Dec	1.0	Cut Stalks	100 Rotary Stalk Cutter, 2	2.00			Tractor
20	Dec	1.0	Disk Residue	100 Offset Disk, 12'	5.00			Tractor
			Pickup Use 40 Mi/Ac	Pickup Truck, 1/2 Ton	0.75			

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

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