

Table 12A. Income and Cash Operating Cost Summary, Edible Dry Beans (CP), 1996

COUNTY: Cochise FARM: Cochise County Farm WATER SOURCE: StewNG TILLAGE: Double Crop
 CROP: Beans, Pinto ACRES: 1.0 IRRIGATION SYSTEM: Center Pivot w/ SOIL: Sandy-Loam
 AREA: Stewart YIELD: 18.8 CW/Acre PREVIOUS CROP: Wheat, Durum DATE: 09/25/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Beans	Hundred Lbs	18.80	\$22.9200	\$430.90	\$430.90	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					12.43	
Tractor/Self Propelled				11.91		
Irrigation				0.52		
Chemicals & Custom Applications					95.31	
Fertilizers				43.69		
Herbicides				17.90		
Other Chemicals				33.72		
Farm Machinery and Vehicles					17.75	
Diesel Fuel				7.09		
Repairs & Maint.				10.66		
Irrigation (excluding labor)					127.30	
Pump Energy - Elect.				24.77		
Natural Gas/Pumping				79.34		
Repairs & Maint.				23.18		
Other Purchased Inputs & Services					44.90	
Seed/Transplants				41.90		
Other Services & Rentals				3.00		
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					297.67	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					9.81	
Tractor/Self Propelled				4.20		
Other/Contract				5.61		
Farm Machinery and Vehicles					22.98	
Diesel Fuel				6.07		
Repairs & Maint.				16.91		
Custom Harvest/Post Harvest					192.70	
TOTAL HARVEST AND POST HARVEST EXPENSE					225.49	
OPERATING OVERHEAD->PICKUP USE					2.64	
OPERATING INTEREST AT 8.0%					2.85	
TOTAL CASH OPERATING EXPENSES					\$528.65	
RETURNS OVER CASH OPERATING EXPENSES					(\$97.75)	

Notes: The above figures do not include ownership costs, see Table 12B on Next Page for detailed cost allocation.

Table 12B. Allocation of Ownership Costs; Edible Dry Beans (CP), 1996

COUNTY: Cochise	FARM: Cochise County Farm	WATER SOURCE: StewNG	TILLAGE: Double Crop
CROP: Beans, Pinto	ACRES: 1.0	IRRIGATION SYSTEM: Center Pivot w/	SOIL: Sandy-Loam
AREA: Stewart	YIELD: 18.8 CW/Acre	PREVIOUS CROP: Wheat, Durum	DATE: 09/25/96

Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 22.9200/CW	\$430.90		\$430.90	
TOTAL OPERATING EXPENSES	528.65		528.65	
RETURN OVER CASH OPERATING EXPENSES		(\$97.75)		(\$97.75)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	5.91		5.91	
Wells & Irrig. System	11.23		11.23	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	26.43		26.43	
General Farm Maint. (3% of Tot. Oper. Exp.)	15.86		15.86	
Total Cash Overhead Expenses	59.43		59.43	
Total Cash Oper. & Over. Cost	588.08		588.08	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(157.18)		(157.18)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			40.93	
Wells & Irrig. System			43.05	
Interest on Equity, Machinery & Vehicles			16.11	
Wells & Irrig. System			33.07	
Total Capital Allocations			133.15	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		(157.18)		
RETURNS TO LAND, MANAGEMENT & RISK				(290.34)
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		(160.12)		
RETURNS TO MANAGEMENT & RISK				(301.07)
Management Services (8% of Tot. Oper. Exp.)			42.29	
TOTAL OWNERSHIP COST	62.36		245.61	
TOTAL COST	\$591.02		\$774.27	
RETURN TO MANAGEMENT, CAPITAL & RISK		(\$160.12)		
RETURN TO RISK (PROFITS)				(\$343.37)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER CW)		\$28.11		\$28.11
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$3.31		\$13.06
BREAK-EVEN PRICE TO COVER TOTAL COST		\$31.43		\$41.18

Table 12C. Variable Operating Costs; Edible Dry Beans (CP), 1996

COUNTY: Cochise FARM: Cochise County Farm WATER SOURCE: StewNG TILLAGE: Double Crop
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 AREA: Stewart YIELD: 18.8 CW/Acre PREVIOUS CROP: Wheat, Durum DATE: 09/25/96

No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)					Tot. Cash Expense	Class		
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total				
1	Jul	Irrigate		0.002	3.44	0.01				3.45	1.0	3.45	G
2	Jul	Disk	0.300	0.333	4.16	2.80				6.96	2.0	13.92	L
3	Jul	Plant	0.225	0.250	3.64	2.10		64.16		69.90	1.0	69.90	L
4	Jul	Irrigate/Run Herbicide		0.002	3.44	0.01		17.90		21.35	1.0	21.35	G
5	Aug	Cultivate	0.225	0.250	2.66	2.10				4.76	1.0	4.76	G
6	Jul	Soil Fertility							3.00	3.00	1.0	3.00	G
7	Aug	Irrigate/Run Fertilizer		0.002	3.44	0.01		4.29		7.74	5.0	38.70	G
8	Aug	Irrigate		0.002	3.44	0.01				3.45	30.0	103.53	G
9	Aug	Apply Fungicide/Air						6.00	10.86	16.86	2.0	33.72	G
10	Oct	Dig	0.225	0.250	2.83	2.10				4.93	1.0	4.93	H
11	Oct	Windrow	0.225	0.250	2.44	2.10				4.54	1.0	4.54	H
12	Oct	Combine Harvest	0.720	0.800	17.71	5.61				23.32	1.0	23.32	H
13	Oct	Haul 40 MI						117.50		117.50	1.0	117.50	H
14	Oct	Cleaning 18.8 CW						75.20		75.20	1.0	75.20	P
15	Nov	Disk Residue	0.225	0.250	3.12	2.10				5.22	1.0	5.22	L
		Pickup Use 10 Mi/Ac	0.330		2.64							2.64	O
		Operating Interest at 8.00%						4.09				4.09	O
TOTAL CASH OPERATING EXPENSES:					\$170.68	\$22.08	\$211.79	\$125.23		\$529.78			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%	Break-even
Land Preparation (L)	\$89.04								
Growing (G)	208.51								
Harvest (H)	150.28	Yields		\$17.19	\$20.62	\$22.92	\$25.21	\$28.65	
Post Harvest (P)	75.20								
Marketing (M)	0.00	-25%	14.1	-231.02	-182.55	-150.23	-117.91	-69.44	33.57
Operating Overhead (O)	6.73	-10%	16.9	-216.37	-158.20	-119.42	-80.64	-22.47	29.97
		Budgeted	18.8	-206.60	-141.97	-98.88	-55.79	8.84	28.17
		+10%	20.6	-196.83	-125.74	-78.34	-30.94	40.15	26.70
		+25%	23.5	-182.18	-101.39	-47.53	6.33	87.12	24.94
Total (T)	\$529.77	Break-even Yield		58.56	35.24	27.85	23.02	18.26	

Table 12D. Resource and Cash Flow Requirements; Edible Dry Beans (CP), 1996

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 AREA: Stewart YIELD: 18.8 CW/Acre PREVIOUS CROP: Wheat, Durum DATE: 09/25/96

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
JUL C	2.0	1.8	0.92		18.84	7.73	40.16	41.90	3.00	111.63
AUG C	18.0	16.2	0.28		64.60	2.35	23.72		6.00	96.67
SEP C	17.0	15.3	0.03		58.49	0.24	19.43		6.00	84.16
OCT C			1.30		22.98	9.81			192.70	225.49
NOV C			0.25		3.12	2.10				5.22
Pickup Use 10 Mi/Ac					2.64					2.64
Operating Interest at 8.0%									4.08	4.08
Total	37.0	33.3	2.79		170.68	22.24	83.31	41.90	211.78	529.90
%					32.20	4.19	15.72	7.90	39.96	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	93.4 lbs	Diesel Fuel	14.6 Gal
Total P	75.9 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	1.0 Gal
Total Labor	2.7 Hrs	Electricity/Pumping	307.5 KWH
Total Water	33.3 AI	Natural Gas/Pumping	208.0 Therms
		All Direct Energy	24.0 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Tractor, 125 PTO HP, MFWD	1.73 Hrs	Dbl. Offset Disk, 16'	0.83 Hrs Planter, 6 Row
Cultivator, Sweep, 6 Rw	0.23 Hrs	Bean Knife Rig - 3 Pt/8 Row	0.23 Hrs Bean Rod/Windrower 10 Row
Combine, Sm. Gr., PL20, 190 Bu	0.72 Hrs	Combine Pickup Regular Head	0.72 Hrs Pickup Truck, 1/2 Ton

MATERIALS REQUIREMENTS (/Acre)			
Water, Pump	33.30 AI	Pinto Bean Sd	70.00 Lb 18-46-00, Dry
EPTC	3.50 Pt	Trifluralin	1.50 Pt 32-00-00, URAN 32, Lqd
Chlorothalonil	4.00 Pt		165.00 Lb

LABOR REQUIREMENTS (/Acre)			
Irrigators	0.07 Hrs	Tractor	1.92 Hrs Harvest
			0.80 Hrs

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

Table 12E Schedule of Operations; Edible Dry Beans (CP), 1996

COUNTY: Cochise FARM: Cochise County Farm WATER SOURCE: StewNG TILLAGE: Double Crop
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 AREA: Stewart YIELD: 18.8 CW/Acre PREVIOUS CROP: Wheat, Durum DATE: 09/25/96

No.	First Month	Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost				Service Cost \$/Unit	Labor Type
				HP	Self-Prop./Implem.		Name	Appl. Rate	\$/Unit	\$/Unit		
1	Jul	1.0	Irrigate			475.00	Water, Pump	0.90 AI	33.32 AF		Irrigator	
2	Jul	2.0	Disk	125	Dbl. Offset Disk, 16'	3.00					Tractor	
3	Jul	1.0	Plant	125	Planter, 6 Row	4.00	Pinto Bean Sd	70.00 Lb	57.00 CW		Tractor	
4	Jul	1.0	Irrigate/Run Herbicid			475.00	18-46-00, Dry	165.00 Lb	257.00 Tn			
							Water, Pump	0.90 AI	33.32 AF		Irrigator	
							EPTC	3.50 Pt	26.08 Ga			
							Trifluralin	1.50 Pt	30.06 Pt			
5	Aug	1.0	Cultivate	125	Cultivator, Sweep, 6 Rw	4.00					Tractor	
6	Jul	1.0	Soil Fertility		CST Soil Analysis (Surf					3.00 Ac		
7	Aug	5.0	Irrigate/Run Fertiliz			475.00	Water, Pump	0.90 AI	33.32 AF		Irrigator	
8	Aug	30.0	Irrigate			475.00	32-00-00, URAN 32,	3.60 Ga	205.00 Tn			
9	Aug	2.0	Apply Fungicide/Air		CST Air Spray, 3 Gal Mi		Water, Pump	0.90 AI	33.32 AF		Irrigator	
10	Oct	1.0	Dig	125	Bean Knife Rig - 3 Pt/8	4.00	Chlorothalonil	2.00 Pt	41.37 Ga	6.00 Ac		
11	Oct	1.0	Windrow	125	Bean Rod/Windrower 10 R	4.00					Tractor	
12	Oct	1.0	Combine Harvest		Combine, Sm. Gr., PL20,	1.25					Tractor	
13	Oct	1.0	Haul		CST Haul Dry Beans					6.25 CW	Harvest	
14	Oct	1.0	Cleaning		CST Clean Dry Beans					4.00 CW		
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						

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