Table  8A. Income and Cash Operating Cost Summary, Grain Sorghum, 1996

<table>
<thead>
<tr>
<th>Item</th>
<th>Unit</th>
<th>Quantity</th>
<th>Price /Unit</th>
<th>Budgeted /Acre</th>
<th>Total /Acre</th>
<th>Your Farm Budget</th>
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<td>Pound</td>
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<td>$245.52</td>
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<tr>
<td>Paid Labor (including benefits)</td>
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<tr>
<td>Tractor/Self Propelled</td>
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<tr>
<td>Irrigation</td>
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<td>Diesel Fuel</td>
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<tr>
<td>Repairs &amp; Maint.</td>
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<td>Irrigation (excluding labor)</td>
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<td>($107.26)</td>
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Notes: The above figures do not include ownership costs, see Table 8B on Next Page for detailed cost allocation.
Table 8B. Allocation of Ownership Costs; Grain Sorghum, 1996

<table>
<thead>
<tr>
<th>COUNTY: Cochise</th>
<th>FARM: Cochise County Farm</th>
<th>WATER SOURCE: Ks NG</th>
<th>TILLAGE: Conventional</th>
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<tr>
<td>CROP: Sorghum(Milo), Grain</td>
<td>ACRES: 1.0</td>
<td>IRRIGATION SYSTEM: Flood Furrow</td>
<td>Soil: Sandy-Loam</td>
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<td>AREA: Kansas Settlement</td>
<td>YIELD: 3,600.0 Lb/Acre</td>
<td>PREVIOUS CROP: Sorghum(Milo), G</td>
<td>DATE: 10/08/96</td>
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<table>
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<tr>
<th>Item</th>
<th>CASH COST BASIS ($/ACRE)</th>
<th>Net Returns</th>
<th>TOTAL COST BASIS ($/ACRE)</th>
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<td>Taxes, Housing &amp; Insur., Farm Machinery</td>
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<td>11.47</td>
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<td>CAPITAL ALLOCATIONS (100% Equity)</td>
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<td>Capital Replacement, Machinery &amp; Vehicles</td>
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<td>43.73</td>
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<td>Total Capital Allocations</td>
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<td>Property Taxes ($260 X 16% X .14112)</td>
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<td>Oppor. Inter. on Land (100% X 6.0% X $260)</td>
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<td>Total Land Costs</td>
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<td>($156.52)</td>
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<td>Management Services (8% of Tot. Oper. Exp.)</td>
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<td>BREAK-EVEN PRICE TO COVER OWNERSHIP COST</td>
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<td>BREAK-EVEN PRICE TO COVER TOTAL COST</td>
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<td>$0.1508</td>
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ARIZONA COOPERATIVE EXTENSION
Department of Ag & Resource Economics
The University of Arizona F 8/23
<table>
<thead>
<tr>
<th></th>
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<td>1</td>
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<td>Plow</td>
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<td>0.400</td>
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<td>8.01</td>
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<tr>
<td>2</td>
<td>Nov</td>
<td>Disk</td>
<td>0.129</td>
<td>0.143</td>
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<td>1.20</td>
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<td>1.0</td>
<td>3.00</td>
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<td>1.0</td>
<td>2.54</td>
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<td>0.182</td>
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<td>12.66</td>
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<td>1.0</td>
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<td>18</td>
<td>Oct</td>
<td>Haul 5 MI</td>
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<td>0.200</td>
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<td>1.68</td>
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<td>1.0</td>
<td>3.38</td>
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<td>Disk Residue</td>
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<td>1.0</td>
<td>3.00</td>
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<td>Pickup Use 40 Mi/Ac</td>
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<td>10.57</td>
<td>8.76</td>
<td>10.57</td>
<td>L</td>
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<td>Operating Interest at 8.00%</td>
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<td></td>
<td></td>
<td></td>
<td>8.76</td>
<td></td>
<td>8.76</td>
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</table>

**TOTAL CASH OPERATING EXPENSES:** $194.27 $48.35 $61.20 $52.48 $356.30

* 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**

<table>
<thead>
<tr>
<th>Class</th>
<th>Operating Overhead (O)</th>
<th>Harvest (H)</th>
<th>Post Harvest</th>
<th>Marketing (M)</th>
<th>Growing (G)</th>
<th>Land Preparation (L)</th>
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<td>Sum (T)</td>
<td>19.33</td>
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**SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES ($/Acre)**

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<th>Variables</th>
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<th>Budgeted</th>
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<td>Yields</td>
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<td>+10%</td>
<td>-158.35</td>
<td>-117.84</td>
<td>-90.83</td>
<td>-63.82</td>
<td>-23.31</td>
</tr>
<tr>
<td>+25%</td>
<td>-137.63</td>
<td>-91.60</td>
<td>-60.91</td>
<td>-30.22</td>
<td>-15.81</td>
</tr>
<tr>
<td>Break-even Yield</td>
<td>8,087.79</td>
<td>6,385.11</td>
<td>5,599.26</td>
<td>4,985.64</td>
<td>4,281.79</td>
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ARIZONA COOPERATIVE EXTENSION
Department of Ag & Resource Economics
The University of Arizona
<table>
<thead>
<tr>
<th>Month</th>
<th>Number Irrig.</th>
<th>Water (Inches)</th>
<th>Total Labor (Hrs)</th>
<th>Purchased Water</th>
<th>Fuel, Oil &amp; Repairs</th>
<th>Labor</th>
<th>Chemicals</th>
<th>Purchases</th>
<th>Services</th>
<th>Total Cost ($/Acre)</th>
</tr>
</thead>
<tbody>
<tr>
<td>NOV P</td>
<td>0.27</td>
<td>0.27</td>
<td></td>
<td>3.23</td>
<td>2.28</td>
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<td></td>
<td></td>
<td></td>
<td>5.51</td>
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<tr>
<td>DEC P</td>
<td>0.27</td>
<td>0.27</td>
<td></td>
<td>3.23</td>
<td>2.28</td>
<td></td>
<td></td>
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<td>5.51</td>
</tr>
<tr>
<td>FEB C</td>
<td>1.00</td>
<td>0.25</td>
<td></td>
<td>10.04</td>
<td>8.41</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>MAR C</td>
<td>0.25</td>
<td>0.05</td>
<td></td>
<td>3.06</td>
<td>2.10</td>
<td>11.98</td>
<td></td>
<td></td>
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<td>APR C</td>
<td>1.00</td>
<td>2.75</td>
<td></td>
<td>11.88</td>
<td>9.00</td>
<td>14.49</td>
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<td>2.46</td>
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<td>JUN C</td>
<td>2.00</td>
<td>8.00</td>
<td></td>
<td>28.66</td>
<td>3.91</td>
<td>12.66</td>
<td></td>
<td></td>
<td></td>
<td>50.73</td>
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<td>JUL C</td>
<td>3.00</td>
<td>12.0</td>
<td>1.01</td>
<td>44.41</td>
<td>7.40</td>
<td>5.79</td>
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<td>63.59</td>
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<tr>
<td>AUG C</td>
<td>2.00</td>
<td>8.00</td>
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<tr>
<td>OCT C</td>
<td>0.14</td>
<td>1.00</td>
<td></td>
<td>1.28</td>
<td>1.22</td>
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<td></td>
<td></td>
<td></td>
<td>10.00</td>
</tr>
<tr>
<td>NOV C</td>
<td>0.40</td>
<td>4.00</td>
<td>0.04</td>
<td>14.33</td>
<td>1.96</td>
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<td></td>
<td></td>
<td></td>
<td>16.29</td>
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</tbody>
</table>

Pickup Use 40 Mi/Ac: 10.57
Operating Interest at 8.0%: 8.72
Total: 9.0 42.0 6.23 194.27 48.35 44.92 7.56 46.72 341.82

TOTAL RESOURCES REQUIREMENTS (/Acre)

<table>
<thead>
<tr>
<th>Resource</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total N</td>
<td>65.6 lbs</td>
</tr>
<tr>
<td>Total P</td>
<td>0.0 lbs</td>
</tr>
<tr>
<td>Total K</td>
<td>0.0 lbs</td>
</tr>
<tr>
<td>Total Labor</td>
<td>6.2 Hrs</td>
</tr>
<tr>
<td>Total Water</td>
<td>42.0 AI</td>
</tr>
</tbody>
</table>

TOTAL ENERGY REQUIREMENTS (/Acre)

<table>
<thead>
<tr>
<th>Resource</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total N</td>
<td>65.6 lbs</td>
</tr>
<tr>
<td>Total P</td>
<td>0.0 lbs</td>
</tr>
<tr>
<td>Total K</td>
<td>0.0 lbs</td>
</tr>
<tr>
<td>Total Labor</td>
<td>6.2 Hrs</td>
</tr>
<tr>
<td>Total Water</td>
<td>42.0 AI</td>
</tr>
</tbody>
</table>

EQUIPMENT REQUIREMENTS (/Acre)

<table>
<thead>
<tr>
<th>Equipment</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tractor, 100 PTO HP, MFWD</td>
<td>1.59 Hrs</td>
</tr>
<tr>
<td>Offset Disk, 16.5&quot;</td>
<td>0.28 Hrs</td>
</tr>
<tr>
<td>Saddle Tk Sprayer, 2 Tk 8 Row</td>
<td>0.23 Hrs</td>
</tr>
<tr>
<td>Section Harrow, 3 Section</td>
<td>0.30 Hrs</td>
</tr>
<tr>
<td>Grain Cart, 400 BU</td>
<td>0.18 Hrs</td>
</tr>
</tbody>
</table>

MATERIALS REQUIREMENTS (/Acre)

<table>
<thead>
<tr>
<th>Material</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Metolachlor</td>
<td>1.50 Pt</td>
</tr>
<tr>
<td>Grain Sorghum Sd</td>
<td>8.00 Lb</td>
</tr>
</tbody>
</table>

LABOR REQUIREMENTS (/Acre)

<table>
<thead>
<tr>
<th>Labor</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tractor, Irrigators</td>
<td>3.30 Hrs</td>
</tr>
</tbody>
</table>

* NOTE: P = Previous Year  C = Current Year  N = Next Year
Table  8E  Schedule of Operations; Grain Sorghum, 1996

<table>
<thead>
<tr>
<th>No.</th>
<th>Month</th>
<th>Times</th>
<th>Operation</th>
<th>Equipment/Custom Oper.</th>
<th>Equipment/Custom Oper.</th>
<th>Job Rate</th>
<th>Name</th>
<th>Appl. Rate</th>
<th>$/Unit</th>
<th>$/Unit</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Nov</td>
<td>1.0</td>
<td>Plow</td>
<td>100 Moldboard Plow, 4-16 2</td>
<td>Tractor</td>
<td>2.50</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Nov</td>
<td>1.0</td>
<td>Disk</td>
<td>125 Offset Disk, 16.5'</td>
<td>Tractor</td>
<td>7.00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Feb</td>
<td>1.0</td>
<td>Landplane</td>
<td>125 Landplane 12'X 45'</td>
<td>Tractor</td>
<td>1.00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Mar</td>
<td>1.0</td>
<td>List</td>
<td>125 Lister, 5 Bottom</td>
<td>Tractor</td>
<td>4.00</td>
<td>Metolachlor</td>
<td>1.50 Pt</td>
<td>60.84 Ga</td>
<td></td>
<td>Tractor</td>
</tr>
<tr>
<td>5</td>
<td>Apr</td>
<td>1.0</td>
<td>Apply Fert/Inject</td>
<td>100 Fertilizer Injector, 4</td>
<td>Tractor</td>
<td>6.00</td>
<td>82-00-00, Anhyd. A</td>
<td>80.00 Lb</td>
<td>345.00 Tn</td>
<td></td>
<td>Tractor</td>
</tr>
<tr>
<td>6</td>
<td>Apr</td>
<td>1.0</td>
<td>Buck Rows</td>
<td>100 Rowbuck, 10'</td>
<td>Tractor</td>
<td>40.00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Apr</td>
<td>1.0</td>
<td>Preirrigate</td>
<td>100 Section Harrow, 3 Secti</td>
<td>Tractor</td>
<td>6.00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Tractor</td>
</tr>
<tr>
<td>9</td>
<td>Apr</td>
<td>1.0</td>
<td>Plant</td>
<td>100 Planter, 4 Row</td>
<td>Tractor</td>
<td>4.00</td>
<td>Grain Sorghum Sd</td>
<td>8.00 Lb</td>
<td>90.00 CW</td>
<td></td>
<td>Tractor</td>
</tr>
<tr>
<td>10</td>
<td>May</td>
<td>1.0</td>
<td>Remove Cap</td>
<td>100 Section Harrow, 3 Secti</td>
<td>Tractor</td>
<td>6.00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Tractor</td>
</tr>
<tr>
<td>11</td>
<td>Jun</td>
<td>8.0</td>
<td>Irrigate</td>
<td>100 Offset Disk, 16.5'</td>
<td>Tractor</td>
<td>40.00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Tractor</td>
</tr>
<tr>
<td>12</td>
<td>Jun</td>
<td>1.0</td>
<td>Apply Insecticide/Air</td>
<td>CST Air Apply Granules</td>
<td>Tractor</td>
<td>6.66</td>
<td>Phorate</td>
<td>1.81 Lb</td>
<td>5.50 Ac</td>
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<td>Irrigator</td>
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<tr>
<td>13</td>
<td>Jul</td>
<td>1.0</td>
<td>Cultivate</td>
<td>100 Rolling Cultivator, 4 R</td>
<td>Tractor</td>
<td>5.50</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Tractor</td>
</tr>
<tr>
<td>14</td>
<td>Jul</td>
<td>1.0</td>
<td>Apply Insecticide/Air</td>
<td>CST Air Spray, 3 Gal Mi</td>
<td>Tractor</td>
<td>40.00</td>
<td>Malathion</td>
<td>1.50 Pt</td>
<td>29.42 Ga</td>
<td>6.00 Ac</td>
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</tr>
<tr>
<td>15</td>
<td>Oct</td>
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<td>Prepare Ends</td>
<td>100 Offset Disk, 16.5'</td>
<td>Tractor</td>
<td>17.50</td>
<td></td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>17</td>
<td>Oct</td>
<td>1.0</td>
<td>Field Transport</td>
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<td>Tractor</td>
<td>5.00</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>18</td>
<td>Oct</td>
<td>1.0</td>
<td>Haul</td>
<td>CST Haul Grain</td>
<td>Tractor</td>
<td>0.25</td>
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<td></td>
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<td></td>
</tr>
<tr>
<td>19</td>
<td>Nov</td>
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<td>Cut Stalks</td>
<td>100 Rotary Stalk Cutter, 4</td>
<td>Tractor</td>
<td>5.50</td>
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<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>20</td>
<td>Nov</td>
<td>1.0</td>
<td>Disk Residue</td>
<td>125 Offset Disk, 16.5'</td>
<td>Tractor</td>
<td>7.00</td>
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<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

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