### Table 7A. Income and Cash Operating Summary; Grain Sorghum (Spring), 1998

<table>
<thead>
<tr>
<th>COUNTY: La Paz</th>
<th>FARM: LaPaz County 98</th>
<th>WATER SOURCE: CRIR Irrigation Project</th>
<th>TILLAGE: Conventional</th>
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<tbody>
<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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<tr>
<td>AREA: Parker CRIR</td>
<td>YIELD: 3,200.0 Lb / Acre</td>
<td>PREVIOUS CROP: Cotton, Upland</td>
<td>DATE: 2/22/99</td>
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<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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<tbody>
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<td><strong>INCOME</strong></td>
<td>Grain</td>
<td>Pound</td>
<td>3,200.00</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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<td>Chemicals and Custom Applications</td>
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<td>Diesel Fuel</td>
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<td>Irrigation Water (excluding labor)</td>
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<td><strong>REturnS OVER CASH OPERATING EXPENSES</strong></td>
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</table>

*Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.** A water assessment charge of $34.50 per Acre is included as an ownership cost in Table B.*
<table>
<thead>
<tr>
<th>Item</th>
<th>-- CASH COST BASIS ($/ACRE) --</th>
<th>-- TOTAL COST BASIS ($/ACRE) --</th>
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<td>TOTAL INCOME at $0.11 / Lb</td>
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<td>CASH OVERHEAD EXPENSES</td>
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<tr>
<td>Taxes, Housing and Insurance, Farm Machinery</td>
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<td>Capital Replacement, Machinery and Vehicles</td>
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<td>RETURNS TO MANAGEMENT AND RISK</td>
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<td>($111.07)</td>
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<td>RETURNS TO RISK (PROFITS)</td>
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<td>BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)</td>
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<td>BREAK-EVEN PRICE TO COVER TOTAL COST</td>
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<td>$0.15</td>
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ARIZONA COOPERATIVE EXTENSION
Department of Ag and Resource Economics
University of Arizona  F 2 / 79
<table>
<thead>
<tr>
<th>No.</th>
<th>Month</th>
<th>Operation</th>
<th>Machine Hours</th>
<th>Labor Hours</th>
<th>Fuel/Rps</th>
<th>Cust/Serv</th>
<th>Materials</th>
<th>Total Cost</th>
<th>Times</th>
<th>Tot. Cash Expenses</th>
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<td>7.55</td>
<td>2.0</td>
<td>15.10</td>
<td>L</td>
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<tr>
<td>2</td>
<td>Feb</td>
<td>Rip</td>
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<td>0.333</td>
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<td>2.82</td>
<td>8.11</td>
<td>1.0</td>
<td>8.11</td>
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<td>1.89</td>
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<td>5</td>
<td>Mar</td>
<td>Irrigate/Run Fertilizer</td>
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<td>13.08</td>
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<td>3.0</td>
<td>4.58</td>
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<tr>
<td>7</td>
<td>Mar</td>
<td>Disk</td>
<td>0.150</td>
<td>0.167</td>
<td>1.37</td>
<td>1.42</td>
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<tr>
<td>8</td>
<td>Mar</td>
<td>Plant</td>
<td>0.150</td>
<td>0.167</td>
<td>2.14</td>
<td>1.42</td>
<td>11.08</td>
<td>14.64</td>
<td>14.64</td>
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<td>9</td>
<td>Mar</td>
<td>Make Borders</td>
<td>0.113</td>
<td>0.125</td>
<td>0.67</td>
<td>1.06</td>
<td>1.73</td>
<td>1.0</td>
<td>1.73</td>
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<tr>
<td>10</td>
<td>Apr</td>
<td>Apply Herbicide/Air</td>
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<td></td>
<td>4.75</td>
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<td>1.0</td>
<td>11.61</td>
<td>G</td>
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<td>11</td>
<td>Apr</td>
<td>Apply Insecticide/Air</td>
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<td></td>
<td>4.23</td>
<td>9.42</td>
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<td>Apr</td>
<td>Irrigate</td>
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<td></td>
<td>2.83</td>
<td>2.0</td>
<td>5.66</td>
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<td>15</td>
<td>Jul</td>
<td>Combine Harvest</td>
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<td>50.10</td>
<td>1.0</td>
<td>50.10</td>
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<tr>
<td>16</td>
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<td>9.00</td>
<td></td>
<td>9.00</td>
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<td>9.00</td>
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<td>0.167</td>
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<td>Aug</td>
<td>Disk Residue 36 CW</td>
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<td>0.333</td>
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<td>1.0</td>
<td>7.55</td>
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<td>Pickup Use30 Mi/Acre</td>
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<td>Operating Interest at 10.0</td>
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<td>9.48</td>
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<td>9.48</td>
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</tbody>
</table>

TOTAL CASH OPERATING EXPENSES (includes all times over): 226.72 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.

A water assessment charge of $34.50 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

<table>
<thead>
<tr>
<th>Class</th>
<th>Total</th>
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<td>Land Prep</td>
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<td>Growing</td>
<td>95.36</td>
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<td>Harvest</td>
<td>59.10</td>
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<td>Post Harv</td>
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</tr>
<tr>
<td>Market</td>
<td>0.00</td>
</tr>
<tr>
<td>Overhead</td>
<td>17.17</td>
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<tr>
<td>Total</td>
<td>$226.72</td>
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SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES ($/ACRE)

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<tr>
<th>Class</th>
<th>Yields</th>
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<td>Grow</td>
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<td>Harvest</td>
<td>$0.10</td>
</tr>
<tr>
<td>Post Harv</td>
<td>$0.11</td>
</tr>
<tr>
<td>Market</td>
<td>$0.12</td>
</tr>
<tr>
<td>Overhead</td>
<td>$0.14</td>
</tr>
</tbody>
</table>

Break-even Yield = 2,570.39, 2,037.80, 1,790.47, 1,596.68, 1,373.66

ARIZONA COOPERATIVE EXTENSION
Department of Ag and Resource Economics
University of Arizona
<table>
<thead>
<tr>
<th>Month</th>
<th>Number Applied</th>
<th>Total Labor (Hrs)</th>
<th>Purchased Water</th>
<th>Fuel, Oil and Repairs</th>
<th>Operating Costs ($/ACRE)</th>
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<tr>
<td>FEB C</td>
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<td>17.91</td>
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<td>MAR C</td>
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<td>0.96</td>
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<tr>
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<td>0.80</td>
<td>5.66</td>
<td>10.25</td>
<td>15.91</td>
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</tbody>
</table>

**TOTAL RESOURCE REQUIREMENTS (per Acre)**

- **Total N**: 200.1
- **Total P**: 0.0
- **Total K**: 0.0
- **Total Labor**: 5.3
- **Total Water**: 36.0

**TOTAL ENERGY REQUIREMENTS (per Acre)**

- **Total Diesel Fuel**: 16.3 gal
- **Total Unleaded Gas**: 3.0 gal
- **Total All Direct Energy**: 2.6 M BTU

**EQUIPMENT REQUIREMENTS (per Acre)**

- **Blade Scraper, 10'**: 0.27 Hr
- **Flail Stalk Cutter, 4 Row**: 0.15 Hr
- **Planter, Drill Type, 6 Row**: 0.15 Hr
- **Tractor, 80 PTO HP, 100 PTO HP, 150 PTO HP, 175 PTO HP**: 0.30 Hr

**MATERIALS REQUIREMENT (per Acre)**

- **82-00-00, Anhyd:** 244.00 Lb
- **Grain Sorghum Sd**: 11.00 Lb

**LABOR REQUIREMENT (per Acre)**

- **Irrigators**: 2.40 Hr
- **Tractor**: 2.85 Hr

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

**A water assessment charge of $34.50 per Acre is included as an ownership cost in Table B.
<table>
<thead>
<tr>
<th>No.</th>
<th>Month</th>
<th>Times</th>
<th>Operation</th>
<th>Equipment/Custom Oper.</th>
<th>HP</th>
<th>Self-Prop./Implement</th>
<th>Acres/Hr</th>
<th>Job Rate</th>
<th>Material Use and Cost</th>
<th>Service Cost</th>
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<td>175 V-Ripper, 5 Shnk</td>
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<td>5</td>
<td>Mar</td>
<td>4.0</td>
<td>Irrigate/Run Fert.</td>
<td>2.50 Water, District</td>
<td>6.00</td>
<td>Lb</td>
<td>0.00</td>
<td>AF Irrigators</td>
<td>82-00-00, Anhyd.</td>
<td>61.00 Lb</td>
<td>317.00 Tn</td>
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<td>Knock Borders</td>
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<td>Plant</td>
<td>100 Planter, Drill Type, 6 Row</td>
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<td>Grain Sorghum Sd</td>
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*NOTES: Machine times, labor times, and material rates are for one time over the designated acreage.*