

Table 7A. Income and Cash Operating Cost Summary, Upland Cotton, 1996

COUNTY: Maricopa                      FARM: Maricopa County Farm                      WATER SOURCE: SRP                      TILLAGE: Dry Plant  
 CROP: Cotton, Upland                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Salt River Project                      YIELD: 1,172.0 Lb/Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 10/08/96

| Item   | Unit  | Quantity | Price /Unit | Budgeted /Acre | Total /Acre | Your Farm Budget |
|--|-------|----------|-------------|----------------|-------------|------------------|
| INCOME -> Lint   | Pound | 1,172.00 | \$0.7200    | \$843.84       |             |                  |
| Cottonseed   | Ton   | 1.03     | 114.6000    | 118.04         | \$961.88    |                  |
| CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax) |       |          |             |                |             |                  |
| Paid Labor (including benefits)                                  |       |          |             |                | 66.05       |                  |
| Tractor/Self Propelled   |       |          |             | 31.71          |             |                  |
| Hand   |       |          |             | 13.32          |             |                  |
| Irrigation   |       |          |             | 21.02          |             |                  |
| Chemicals & Custom Applications                                  |       |          |             |                | 232.05      |                  |
| Fertilizers  |       |          |             | 60.76          |             |                  |
| Insecticides   |       |          |             | 143.93         |             |                  |
| Herbicides   |       |          |             | 14.58          |             |                  |
| Other Chemicals  |       |          |             | 12.78          |             |                  |
| Farm Machinery and Vehicles                                      |       |          |             |                | 40.06       |                  |
| Diesel Fuel  |       |          |             | 17.81          |             |                  |
| Repairs & Maint.   |       |          |             | 22.26          |             |                  |
| Irrigation Water (excluding labor)                               |       |          |             |                | 30.00       |                  |
| Water Assessment (See Note Below) **                             |       |          |             |                | **          |                  |
| Other Purchased Inputs & Services                                |       |          |             |                | 33.60       |                  |
| Seed/Transplants   |       |          |             | 33.60          |             |                  |
| TOTAL CASH LAND PREPARATION AND GROWING EXPENSES                 |       |          |             |                | 401.76      |                  |
| CASH HARVEST AND POST HARVEST EXPENSES                           |       |          |             |                |             |                  |
| Paid Labor (including benefits)                                  |       |          |             |                | 17.30       |                  |
| Tractor/Self Propelled   |       |          |             | 7.49           |             |                  |
| Other/Contract   |       |          |             | 9.81           |             |                  |
| Chemicals & Custom Applications                                  |       |          |             |                | 44.92       |                  |
| Other Chemicals  |       |          |             | 44.92          |             |                  |
| Farm Machinery and Vehicles                                      |       |          |             |                | 56.03       |                  |
| Diesel Fuel  |       |          |             | 9.03           |             |                  |
| Repairs & Maint.   |       |          |             | 47.00          |             |                  |
| Custom Harvest/Post Harvest                                      |       |          |             |                | 3.62        |                  |
| Cotton Ginning   |       |          |             |                | 103.41      |                  |
| Crop Assessments   |       |          |             |                | 8.70        |                  |
| TOTAL HARVEST AND POST HARVEST EXPENSE                           |       |          |             |                | 233.98      |                  |
| OPERATING OVERHEAD->PICKUP USE                                   |       |          |             |                | 14.86       |                  |
| OPERATING INTEREST AT 8.0%                                       |       |          |             |                | 11.33       |                  |
| TOTAL CASH OPERATING EXPENSES                                    |       |          |             |                | \$661.93    |                  |
| RETURNS OVER CASH OPERATING EXPENSES                             |       |          |             |                | \$299.95    |                  |

Notes: The above figures do not include ownership costs, see Table 7B on Next Page for detailed cost allocation.

\*\* A water assessment charge of \$20.34/Acre is included in the ownership costs of Table 7B.

Table 7B. Allocation of Ownership Costs; Upland Cotton, 1996

COUNTY: Maricopa                      FARM: Maricopa County Farm                      WATER SOURCE: SRP                      TILLAGE: Dry Plant  
 CROP: Cotton, Upland                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Salt River Project                      YIELD: 1,172.0 Lb/Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 10/08/96

| Item  | - CASH COST BASIS (\$/ACRE) - |             | - TOTAL COST BASIS (\$/ACRE) - |             |
|---|-------------------------------|-------------|--------------------------------|-------------|
|   | Income & Costs                | Net Returns | Income & Costs                 | Net Returns |
| TOTAL INCOME at \$ 0.7200/Lb + 2nd Crop           | \$961.88                      |             | \$961.88                       |             |
| TOTAL OPERATING EXPENSES                          | 661.93                        |             | 661.93                         |             |
| RETURN OVER CASH OPERATING EXPENSES               |                               | \$299.94    |                                | \$299.94    |
| CASH OVERHEAD EXPENSES                            |                               |             |                                |             |
| Taxes, Housing & Insur., Farm Machinery           | 9.92                          |             | 9.92                           |             |
| Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)     | 33.09                         |             | 33.09                          |             |
| General Farm Maint. ( 3% of Tot. Oper. Exp.)      | 19.86                         |             | 19.86                          |             |
| Total Cash Overhead Expenses                      | <u>62.87</u>                  |             | <u>62.87</u>                   |             |
| Total Cash Oper. & Over. Cost                     | 724.81                        |             | 724.81                         |             |
| RETURNS OVER CASH OPER. & OVER. EXPENSES.         |                               | 237.06      |                                | 237.06      |
| CAPITAL ALLOCATIONS (100% Equity)                 |                               |             |                                |             |
| Capital Replacement, Machinery & Vehicles         |                               |             | 69.03                          |             |
| Interest on Equity, Machinery & Vehicles          |                               |             | 29.06                          |             |
| Total Capital Allocations                         |                               |             | <u>98.09</u>                   |             |
| RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK       |                               | 237.06      |                                |             |
| RETURNS TO LAND, MANAGEMENT & RISK                |                               |             |                                | 138.97      |
| LAND COSTS / OWNERSHIP (100% Equity)              |                               |             |                                |             |
| Property Taxes (\$702 X 16% X .12601)             | 14.15                         |             | 14.15                          |             |
| Opport. Inter. on Land (100% X 6.0% X \$702)      |                               |             | 42.12                          |             |
| Water Assessment **                               | 20.34                         |             | 20.34                          |             |
| Total Land Costs                                  | <u>34.49</u>                  |             | <u>76.61</u>                   |             |
| RETURNS TO MANAGEMENT, CAPITAL & RISK             |                               | 202.57      |                                |             |
| RETURNS TO MANAGEMENT & RISK                      |                               |             |                                | 62.36       |
| Management Services ( 8% of Tot. Oper. Exp.)      |                               |             | 52.95                          |             |
| TOTAL OWNERSHIP COST                              | <u>97.37</u>                  |             | <u>290.53</u>                  |             |
| TOTAL COST  | <u>=====</u>                  |             | <u>=====</u>                   |             |
| RETURN TO MANAGEMENT, CAPITAL & RISK              | \$759.30                      | \$202.57    | \$952.47                       |             |
| RETURN TO RISK (PROFITS)                          |                               |             |                                | \$9.40      |
| BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb) |                               | \$0.4640    |                                | \$0.4640    |
| BREAK-EVEN PRICE TO COVER OWNERSHIP COST          |                               | \$0.0830    |                                | \$0.2478    |
| BREAK-EVEN PRICE TO COVER TOTAL COST              |                               | \$0.5471    |                                | \$0.7119    |

Table 7C. Variable Operating Costs; Upland Cotton, 1996

COUNTY: Maricopa                      FARM: Maricopa County Farm                      WATER SOURCE: SRP                      TILLAGE: Dry Plant  
 CROP: Cotton, Upland                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Salt River Project                      YIELD: 1,172.0 Lb/Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 10/08/96

| No. | Month | First Operation           | — Hours * — |        | Operating Costs (\$/Acre*) |       |           |           |       | Times | Tot. Cash Expense | Class |
|-----|-------|---------------------------|-------------|--------|----------------------------|-------|-----------|-----------|-------|-------|-------------------|-------|
|     |       |                           | Machine     | Labor  | Fuel/Rps.                  | Labor | Cust/Ser. | Materials | Total |       |                   |       |
| 1   | Jan   | Rip                       | 0.214       | 0.238  | 2.58                       | 2.00  |           |           | 4.58  | 1.0   | 4.58              | L     |
| 2   | Jan   | Disk                      | 0.170       | 0.189  | 2.71                       | 1.59  |           |           | 4.30  | 1.0   | 4.30              | L     |
| 3   | Jan   | Landplane                 | 0.900       | 1.000  | 11.21                      | 8.41  |           |           | 19.62 | 1.0   | 19.62             | L     |
| 4   | Jan   | Apply Herb. & Incorporate | 0.180       | 0.200  | 3.10                       | 1.68  |           | 4.73      | 9.51  | 1.0   | 9.51              | G     |
| 5   | Jan   | List                      | 0.158       | 0.175  | 1.86                       | 1.47  |           |           | 3.33  | 1.0   | 3.33              | L     |
| 6   | Mar   | Mulch                     | 0.200       | 0.222  | 2.41                       | 1.87  |           |           | 4.28  | 1.0   | 4.28              | L     |
| 7   | Mar   | Plant                     | 0.170       | 0.189  | 2.57                       | 1.59  |           | 33.60     | 37.76 | 1.0   | 37.76             | L     |
| 8   | Mar   | Buck Rows                 | 0.022       | 0.025  | 0.14                       | 0.21  |           |           | 0.35  | 5.0   | 1.73              | G     |
| 9   | Mar   | Irrigate                  |             | 0.300  |                            | 2.10  |           | 3.00      | 5.10  | 10.0  | 51.00             | G     |
| 10  | Apr   | Disk Ends                 | 0.011       | 0.013  | 0.08                       | 0.11  |           |           | 0.19  | 4.0   | 0.77              | G     |
| 11  | May   | Cultivate                 | 0.171       | 0.190  | 1.54                       | 1.60  |           |           | 3.14  | 3.0   | 9.43              | G     |
| 12  | May   | Apply Fert/Ground         | 0.150       | 0.167  | 1.68                       | 1.40  |           | 30.38     | 33.46 | 2.0   | 66.92             | G     |
| 13  | Jun   | Hand Weeding              |             | 2.000  |                            | 13.32 |           |           | 13.32 | 1.0   | 13.32             | G     |
| 14  | Jun   | Apply Insecticide/Air     |             |        |                            |       |           | 6.00      | 6.49  | 1.0   | 12.49             | G     |
| 15  | Jun   | Apply Growth Regulator    |             |        |                            |       |           | 6.00      | 6.78  | 1.0   | 12.78             | G     |
| 16  | Jul   | Apply Insecticide/Air     |             |        |                            |       |           | 6.00      | 13.03 | 1.0   | 19.03             | G     |
| 17  | Jul   | Apply Insecticide/Air     |             |        |                            |       |           | 6.00      | 36.75 | 1.0   | 42.75             | G     |
| 18  | Jul   | Apply Herbicide/Ground    | 0.129       | 0.143  | 1.37                       | 1.20  |           | 9.84      | 12.41 | 1.0   | 12.41             | G     |
| 19  | Aug   | Apply Insecticide/Air     |             |        |                            |       |           | 6.00      | 19.21 | 1.0   | 25.21             | G     |
| 20  | Aug   | Apply Insecticide/Air     |             |        |                            |       |           | 6.00      | 26.25 | 1.0   | 32.25             | G     |
| 21  | Aug   | Apply Insecticide/Air     |             |        |                            |       |           | 6.00      | 6.19  | 1.0   | 12.19             | G     |
| 22  | Aug   | Apply Defoliant/Air       |             |        |                            |       |           | 8.32      | 15.51 | 1.0   | 23.83             | H     |
| 23  | Sep   | Apply Defoliant/Air       |             |        |                            |       |           | 8.32      | 12.77 | 1.0   | 21.09             | H     |
| 24  | Oct   | Prepare Ends              | 0.045       | 0.050  | 0.49                       | 0.42  |           |           | 0.91  | 1.0   | 0.91              | H     |
| 25  | Oct   | Cotton, First Pick        | 0.900       | 1.000  | 33.79                      | 7.01  |           |           | 40.80 | 1.0   | 40.80             | H     |
| 26  | Oct   | Cotton, Make Modules      | 0.300       | 0.333  | 3.74                       | 2.80  |           |           | 6.54  | 1.0   | 6.54              | H     |
| 27  | Nov   | Cotton, Second Pick       | 0.450       | 0.500  | 16.90                      | 3.50  |           |           | 20.40 | 0.8   | 16.32             | H     |
| 28  | Nov   | Cotton, Rood              | 0.257       | 0.286  | 2.63                       | 2.41  |           |           | 5.04  | 1.0   | 5.04              | H     |
| 29  | Oct   | Haul, Custom              |             | 0.2 Mu |                            |       |           |           | 0.00  | 1.0   | 0.00              | H     |

\* NOTES: See next page for notes.

Table 7C. Variable Operating Costs; Upland Cotton, 1996

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Dry Plant  
 CROP: Cotton, Upland ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 1,172.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/08/96

| No.                            | First Month | Operation                   | — Hours * — |       | Operating Costs (\$/Acre*) |          |           |           | Total    | Times | Tot. Cash Expense | Class |
|--------------------------------|-------------|-----------------------------|-------------|-------|----------------------------|----------|-----------|-----------|----------|-------|-------------------|-------|
|                                |             |                             | Machine     | Labor | Fuel/Rps.                  | Labor    | Cust/Ser. | Materials |          |       |                   |       |
| 30                             | Oct         | Cotton Ginning              | 34.5        | Cs    |                            |          |           | 103.41    | 103.41   | 1.0   | 103.41            | P     |
| 31                             | Dec         | Cotton Classing             | 2.4         | Ba    |                            |          |           | 3.62      | 3.62     | 1.0   | 3.62              | M     |
| 32                             | Dec         | Crop Assessment             | 2.4         | Ba    |                            |          |           | 8.70      | 8.70     | 1.0   | 8.70              | M     |
| 33                             | Dec         | Cut Stalks                  | 0.200       |       | 0.222                      | 1.85     | 1.87      |           | 3.72     | 1.0   | 3.72              | P     |
| 34                             | Dec         | Disk Residue                | 0.300       |       | 0.333                      | 3.27     | 2.80      |           | 6.07     | 1.0   | 6.07              | L     |
|                                |             | Pickup Use 60 Mi/Ac         | 2.000       |       |                            | 14.85    |           |           |          |       | 14.85             | O     |
|                                |             | Operating Interest at 8.00% |             |       |                            |          |           | 11.35     |          |       | 11.35             | O     |
| TOTAL CASH OPERATING EXPENSES: |             |                             |             |       |                            | \$110.95 | \$83.33   | \$185.73  | \$281.91 |       | \$661.91          | 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 \$20.34/Acre included as ownership cost in Table 7B.

| OPERATING COST SUMMARY BY CLASS |          | SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre) |         |          |        |          |        |        |
|---------------------------------|----------|--|---------|----------|--------|----------|--------|--------|
|                                 |          | Prices ->  |         | -25%     | -10%   | Budgeted | +10%   | +25%   |
| Land Preparation (L)            | \$79.92  |  |         |          |        |          |        |        |
| Growing (G)                     | 321.78   |  |         |          |        |          |        |        |
| Harvest (H)                     | 114.53   | Yields   |         | \$0.54   | \$0.64 | \$0.72   | \$0.79 | \$0.90 |
| Post Harvest (P)                | 107.13   |  |         |          |        |          |        |        |
| Marketing (M)                   | 12.32    | -25%   | 879.0   | -128.75  | -33.82 | 29.46    | 92.75  | 187.68 |
| Operating Overhead (O)          | 26.20    | -10%   | 1,054.8 | -68.92   | 44.99  | 120.94   | 196.88 | 310.80 |
|                                 |          | Budgeted   | 1,172.0 | -29.03   | 97.54  | 181.92   | 266.30 | 392.88 |
| Total (T)                       | \$661.91 | +10%   | 1,289.2 | 10.85    | 150.08 | 242.90   | 335.73 | 474.96 |
|                                 |          | +25%   | 1,465.0 | 70.68    | 228.90 | 334.38   | 439.86 | 598.08 |
|                                 |          | Break-even Yield   |         | 1,257.30 | 954.44 | 822.37   | 722.41 | 611.01 |

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Dry Plant  
 CROP: Cotton, Upland ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 1,172.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/08/96

| Month *                    | Number Irrig. | Water Applied (Inches) | Total Labor (Hrs) | Operating Cost (\$/Acre) |                     |              |               |                 |               |               |
|----------------------------|---------------|------------------------|-------------------|--------------------------|---------------------|--------------|---------------|-----------------|---------------|---------------|
|                            |               |                        |                   | Purchased Water          | Fuel, Oil & Repairs | Labor        | Chemicals     | Other Purchases | Services      | Total         |
| JAN C                      |               |                        | 1.40              |                          | 16.33               | 11.78        | 2.37          |                 |               | 30.48         |
| FEB C                      |               |                        | 0.40              |                          | 5.12                | 3.37         | 2.37          |                 |               | 10.86         |
| MAR C                      | 1.0           | 6.0                    | 0.47              |                          | 1.86                | 3.56         |               | 6.72            |               | 12.14         |
| APR C                      | 1.0           | 6.0                    | 0.56              |                          | 3.26                | 4.31         |               | 26.88           |               | 34.45         |
| MAY C                      | 1.0           | 6.0                    | 0.69              |                          | 3.44                | 5.42         | 30.38         |                 |               | 39.24         |
| JUN C                      | 2.0           | 12.0                   | 2.99              | 5.00                     | 3.44                | 20.85        | 43.65         |                 | 12.00         | 84.94         |
| JUL C                      | 2.0           | 12.0                   | 0.97              | 10.00                    | 3.13                | 7.32         | 59.62         |                 | 12.00         | 92.08         |
| AUG C                      | 2.0           | 12.0                   | 0.63              | 10.00                    | 0.22                | 4.52         | 51.65         |                 | 18.00         | 84.39         |
| SEP C                      | 1.0           | 6.0                    | 0.30              | 5.00                     |                     | 2.10         | 14.13         |                 | 8.32          | 29.55         |
| OCT C                      |               |                        | 0.44              |                          | 11.75               | 3.36         | 14.13         |                 | 39.34         | 68.59         |
| NOV C                      |               |                        | 1.34              |                          | 37.36               | 9.89         |               |                 | 51.71         | 98.95         |
| DEC C                      |               |                        | 0.83              |                          | 10.19               | 6.85         |               |                 | 33.01         | 50.05         |
| Pickup Use 60 Mi/Ac        |               |                        |                   |                          | 14.85               |              |               |                 |               | 14.85         |
| Operating Interest at 8.0% |               |                        |                   |                          |                     |              |               |                 | 11.09         | 11.09         |
| Water Assessment           |               |                        |                   | **                       |                     |              |               |                 |               |               |
| <b>Total</b>               | <b>10.0</b>   | <b>60.0</b>            | <b>11.06</b>      | <b>30.00</b>             | <b>110.95</b>       | <b>83.36</b> | <b>218.30</b> | <b>33.60</b>    | <b>185.47</b> | <b>661.67</b> |
| <b>%</b>                   |               |                        |                   | <b>4.53</b>              | <b>16.76</b>        | <b>12.59</b> | <b>32.99</b>  | <b>5.07</b>     | <b>28.02</b>  | <b>100.00</b> |

| TOTAL RESOURCES REQUIREMENTS (/Acre) |           | TOTAL ENERGY REQUIREMENTS (/Acre) |           |
|--------------------------------------|-----------|-----------------------------------|-----------|
| Total N                              | 150.0 lbs | Diesel Fuel                       | 30.7 Gal  |
| Total P                              | 0.0 lbs   | Regular Gas                       | 0.0 Gal   |
| Total K                              | 0.0 lbs   | NonLead Gas                       | 6.0 Gal   |
| Total Labor                          | 11.0 Hrs  | All Direct Energy                 | 5.0 M BTU |
| Total Water                          | 60.0 AI   |                                   |           |

| EQUIPMENT REQUIREMENTS (/Acre) |          |                               |          |
|--------------------------------|----------|-------------------------------|----------|
| Tractor, 150 PTO HP, MFWD      | 1.46 Hrs | V-Ripper, 5 Shnk              | 0.21 Hrs |
| Landplane 12'X 45'             | 0.90 Hrs | Dbl. Offset Disk, 16'         | 0.18 Hrs |
| Tractor, 125 PTO HP, MFWD      | 0.16 Hrs | Lister, 7 Bottom              | 0.16 Hrs |
| Power Mulcher, 6 Rw            | 0.20 Hrs | Bed Shaper, 6 Rw              | 0.17 Hrs |
| Tractor, 80 PTO HP, MFWD       | 0.71 Hrs | Rowbuck, 10'                  | 0.11 Hrs |
| Rolling Cultivator, 6 Rw       | 0.64 Hrs | Fert. Side Dress Unit, 6Row   | 0.30 Hrs |
| Offset Disk, 13.5'             | 0.35 Hrs | Cotton Picker, 2 Row          | 1.26 Hrs |
| Rood, 3 Row W/Basket Cleaner   | 0.26 Hrs | Rotary Stalk Cutter, 4 Row    | 0.20 Hrs |
|                                |          | Offset Disk, 18'              | 0.17 Hrs |
|                                |          | Saddle Tk Sprayer, 2 Tk 8 Row | 0.18 Hrs |
|                                |          | Tractor, 100 PTO HP, MFWD     | 1.86 Hrs |
|                                |          | Planter, 6 Row                | 0.17 Hrs |
|                                |          | Tandem Disk, 12'              | 0.04 Hrs |
|                                |          | Directed Spray Rig, 8 Row     | 0.13 Hrs |
|                                |          | Module Builder                | 0.30 Hrs |
|                                |          | Pickup Truck, 1/2 Ton         | 2.00 Hrs |

| MATERIALS REQUIREMENTS (/Acre) |           |                   |          |
|--------------------------------|-----------|-------------------|----------|
| Trifluralin                    | 1.20 Pt   | Upland Bt Cotton  | 16.00 Lb |
| 46-00-00, Urea 46              | 326.00 Lb | Acephate          | 0.67 Lb  |
| Oxamyl                         | 1.50 Pt   | Pyriproxyfen      | 8.00 Oz  |
| Methidathion                   | 3.00 Pt   | Buprofezin        | 0.50 Lb  |
| Thidiazuron/diuron             | 9.50 Oz   | Sodium Chlorate   | 2.00 Ga  |
|                                |           | Water, District   | 60.00 AI |
|                                |           | Mepiquat Chloride | 0.50 Pt  |
|                                |           | Prometryn         | 2.50 Pt  |
|                                |           | Methomyl          | 1.00 Pt  |

| LABOR REQUIREMENTS (/Acre) |          |              |          |
|----------------------------|----------|--------------|----------|
| Tractor                    | 4.66 Hrs | Irrigators   | 3.00 Hrs |
| Harvest                    | 1.40 Hrs | Hand Weeders | 2.00 Hrs |

\* NOTE: P = Previous Year C = Current Year N = Next Year  
 \*\* A water assessment charge of \$20.34/Acre included as ownership cost in Table 7B.

Table 7E Schedule of Operations; Upland Cotton, 1996

COUNTY: Maricopa FARM: Maricopa County Farm WATER SOURCE: SRP TILLAGE: Dry Plant  
 CROP: Cotton, Upland ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 1,172.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/08/96

| No. | First Month | Times | Operation                        | Equipment/Custom Oper.<br>HP Self-Prop./Implem.   | Job Rate<br>Acres/Hr | Material Use & Cost<br>Name Appl. Rate \$/Unit | Service Cost<br>\$/Unit | Labor<br>Type |
|-----|-------------|-------|----------------------------------|---|----------------------|--|-------------------------|---------------|
| 1   | Jan         | 1.0   | Rip                              | 150 V-Ripper, 5 Shnk                              | 4.20                 |  |                         | Tractor       |
| 2   | Jan         | 1.0   | Disk                             | 150 Offset Disk, 18'                              | 5.30                 |  |                         | Tractor       |
| 3   | Jan         | 1.0   | Landplane                        | 150 Landplane 12'X 45'                            | 1.00                 |  |                         | Tractor       |
| 4   | Jan         | 1.0   | Apply Herb. & Incorp             | 150 Dbl. Offset Disk, 16' Saddle Tk Sprayer, 2 Tk | 5.00                 | Trifluralin 1.20 Pt                            | 30.06 Ga                | Tractor       |
| 5   | Jan         | 1.0   | List                             | 125 Lister, 7 Bottom                              | 5.70                 |  |                         | Tractor       |
| 6   | Mar         | 1.0   | Mulch                            | 100 Power Mulcher, 6 Rw                           | 4.50                 |  |                         | Tractor       |
| 7   | Mar         | 1.0   | Plant                            | 100 Bed Shaper, 6 Rw Planter, 6 Row               | 5.30                 | Upland Bt Cotton 16.00 Lb                      | 200.00 CW               | Tractor       |
| 8   | Mar         | 5.0   | Buck Rows                        | 80 Rowbuck, 10'                                   | 40.00                |  |                         | Tractor       |
| 9   | Mar         | 10.0  | Irrigate                         |   | 3.33                 | Water, District 6.00 AI                        | 0.00 AF                 | Irrigator     |
| 10  | Apr         | 4.0   | Disk Ends                        | 80 Tandem Disk, 12'                               | 80.00                |  |                         | Tractor       |
| 11  | May         | 3.0   | Cultivate                        | 100 Rolling Cultivator, 6 R                       | 5.30                 |  |                         | Tractor       |
| 12  | May         | 2.0   | Apply Fert/Ground                | 100 Fert. Side Dress Unit,                        | 6.00                 | 46-00-00, Urea 46 163.00 Lb                    | 355.00 Tn               | Tractor       |
| 13  | Jun         | 1.0   | Hand Weeding                     |   | 0.50                 |  |                         | Hand Weed     |
| 14  | Jun         | 1.0   | Apply Insecticide/Air            | CST Air Spray, 3 Gal Mi                           |                      | Acephate 0.67 Lb                               | 9.23 Lb                 | 6.00 Ac       |
| 15  | Jun         | 1.0   | Apply Growth Regulator           | CST Air Spray, 3 Gal Mi                           |                      | Mepiquat Chloride 0.50 Pt                      | 103.28 Ga               | 6.00 Ac       |
| 16  | Jul         | 1.0   | Apply Insecticide/Air            | CST Air Spray, 3 Gal Mi                           |                      | Oxamyl 1.50 Pt                                 | 66.19 Ga                | 6.00 Ac       |
| 17  | Jul         | 1.0   | Apply Insecticide/Air            | CST Air Spray, 3 Gal Mi                           |                      | Pyriproxyfen 8.00 Oz                           | 560.00 Ga               | 6.00 Ac       |
| 18  | Jul         | 1.0   | Apply Herbicide/Ground           | 100 Directed Spray Rig, 8 Rolling Cultivator, 6 R | 7.00                 | Prometryn 2.50 Pt                              | 30.00 Ga                | Tractor       |
| 19  | Aug         | 1.0   | Apply Insecticide/Air            | CST Air Spray, 3 Gal Mi                           |                      | Methidathion 3.00 Pt                           | 48.80 Ga                | 6.00 Ac       |
| 20  | Aug         | 1.0   | Apply Insecticide/Air            | CST Air Spray, 3 Gal Mi                           |                      | Buprofezin 0.50 Lb                             | 50.00 Lb                | 6.00 Ac       |
| 21  | Aug         | 1.0   | Apply Insecticide/Air            | CST Air Spray, 3 Gal Mi                           |                      | Methomyl 1.00 Pt                               | 47.16 Ga                | 6.00 Ac       |
| 22  | Aug         | 1.0   | Apply Defoliant/Air              | CST Air Spray, 5 Gal Mi                           |                      | Thidiazuron/diuron 9.50 Oz                     | 199.00 Ga               | 8.32 Ac       |
| 23  | Sep         | 1.0   | Apply Defoliant/Air              | CST Air Spray, 5 Gal Mi                           |                      | Sodium Chlorate 2.00 Ga                        | 6.08 Ga                 | 8.32 Ac       |
| 24  | Oct         | 1.0   | Prepare Ends                     | 100 Offset Disk, 13.5'                            | 20.00                |  |                         | Tractor       |
| 25  | Oct         | 1.0   | Cotton, First Pick               | Cotton Picker, 2 Row                              | 1.00                 |  |                         | Harvest       |
| 26  | Oct         | 1.0   | Cotton, Make Modules             | 80 Module Builder                                 | 3.00                 |  |                         | Tractor       |
| 27  | Nov         | 0.8   | Cotton, Second Pick              | Cotton Picker, 2 Row                              | 2.00                 |  |                         | Harvest       |
| 28  | Nov         | 1.0   | Cotton, Rood                     | 80 Rood, 3 Row W/Basket Cl                        | 3.50                 |  |                         | Tractor       |
| 29  | Oct         | 1.0   | Haul, Custom                     | CST Haul Cotton Modules                           |                      |  | 0.00 Mu                 |               |
| 30  | Oct         | 1.0   | Cotton Ginning                   | CST Gin Upland Cotton                             |                      |  | 3.00 Cs                 |               |
| 31  | Dec         | 1.0   | Cotton Classing                  | CST Class Cotton, HVI                             |                      |  | 1.50 Ba                 |               |
| 32  | Dec         | 1.0   | Crop Assessment                  | CST Upland (Low Elev)                             |                      |  | 3.60 Ba                 |               |
| 33  | Dec         | 1.0   | Cut Stalks                       | 100 Rotary Stalk Cutter, 4                        | 4.50                 |  |                         | Tractor       |
| 34  | Dec         | 1.0   | Disk Residue Pickup Use 60 Mi/Ac | 100 Offset Disk, 13.5' Pickup Truck, 1/2 Ton      | 3.00 0.50            |  |                         | Tractor       |

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

\*\* A water assessment charge of \$20.34/Acre included as ownership cost in Table 7B.