



# SOUTH GEORGIA



## CROP ENTERPRISE COST ANALYSIS 2004



The University of Georgia

COLLEGE OF AGRICULTURAL & ENVIRONMENTAL SCIENCES  
COOPERATIVE EXTENSION SERVICE  
DEPARTMENT OF AGRICULTURAL & APPLIED ECONOMICS

## CONTENTS

	Page
Coastal Bermuda Hay .....	3
Corn, Non-Irrigated .....	5
Corn, Irrigated .....	7
Bt/RR Cotton, Non-Irrigated .....	9
Bt/RR Cotton, Irrigated .....	11
RR Cotton, Non-Irrigated .....	13
RR Cotton, Irrigated .....	15
Peanuts, Non-Irrigated .....	17
Peanuts, Irrigated .....	19
RR Soybeans, Non-Irrigated .....	21
RR Soybeans, Irrigated .....	23
Flue-Cured Tobacco, Hand Harvest .....	25
Flue-Cured Tobacco, Machine Harvest .....	27
Estimated Labor and Machinery Costs Per Acre, Hand Harvest .....	29
Estimated Labor and Machinery Costs Per Acre, Mechanical Harvest ..	30
Wheat, Conventional .....	31
Wheat, Intensive Management .....	33

## CROP ENTERPRISE COST ANALYSIS SOUTH GEORGIA - 2004

Nathan Smith, Curt Lacy, Don Shurley, Keith Kightlinger,  
Cesar Escalante, and George Shumaker  
Department of Agricultural and Applied Economics  
University of Georgia

The 2003 crop year turned out to be one of those rare years for Georgia farmers where yields and prices were up from previous years. Spring planted crop yields were better than average due to favorable weather and harvest conditions. Peanuts and soybeans set a new record high yield of 3450 pounds and 33 bushels per acre respectively. The corn yield of 129 bushels per acre was the second highest state yield and cotton and wheat both had top five yields.

Crop prices turned the corner for the better in 2003, particularly at harvest for spring planted crops. 2003 provided some financial relief for many of Georgia's crop producers. The trend of improved prices looks to continue into 2004.

Financial stress the past few crop seasons with the exception of 2003, and stronger prices for major row crops have caused producers to re-evaluate their crop choices and farm plans. Cash rent has increased dramatically and in some situations tenants find it unprofitable to continue production on that land. Marginal land is also being re-evaluated to determine its profitability. Persistent drought over the late 90s and early 2000s in many parts of the state has made non-irrigated production especially risky.

The budgets contained in this publication are intended to serve **only as general guidelines**. The fertilizer, herbicide, insecticide, and other input costs shown are formulated from UGA recommendations and are believed to be within the range of actual producer expenses. However, these budgets represent only one combination of production practices among many that are recommended and used successfully by farmers.

The budgets are based on "normal" or average growing conditions and pest pressures. Abnormal weather, weed/grass problems, insects, and diseases would alter the estimates shown.

Producers, lenders, and other users of these budget estimates should temper these estimates with the farm's actual expenses and experiences where possible. Space is provided for this purpose. These budgets are also available on computer spreadsheets.

On the back of each budget (except tobacco and hay) is a risk or **sensitivity analysis**. This shows net returns at varying prices and yields. Most budgets also contain a detailed description of machinery and labor costs on the back page. In the short-run (in 2004), the

most important number for the farmer is the **NET RETURN ABOVE VARIABLE COST**. If this number is negative, there is little or no reason to produce (but the sensitivity analysis does not consider government payments so this income must also be considered)... but some payments are received on crop bases, not production.

**Input costs are highly variable.** Seed, fertilizer, and chemical costs could vary as much as +/- 15 to 20% from the estimates shown.

For 2004, farmers in good financial standing should qualify for a good interest rate. In our budgets, we assume a 6% rate of interest on farm operating loans.

Prices for fertilizer materials are projected to increase significantly from 2003. The forecast is for fuel and natural gas prices also are higher than at planting time last year.

Seed price changes will be variable. Peanut seed prices are projected to decline slightly due to changes in the peanut program but more varieties are becoming available with higher seed premiums. Cotton seed and other prices are expected to increase as market prices have increased.

Chemical prices have been relatively stable for several years. Prices of some chemicals will decline for 2004. **Chemical prices are highly variable** depending on dealer and quantity purchased.

### **Acknowledgments**

Appreciation is expressed to the following production specialists and researchers who contributed their expertise and input on the production practices and inputs used to formulate these budget estimates: John Baldwin, John Beasley, Tim Brenneman, Steve L. Brown, Steve M. Brown, Stanley Culpepper, Glen Harris, Kerry Harrison, Phillip Jost, Bob Kemerait, Dewey Lee, J. Michael Moore, Robert N. Morgan, Eric Prostko, and Phillip Roberts.

Also acknowledged, appreciation is expressed to agricultural supply dealers, company representatives, county extension agents, and lenders who assisted greatly by providing input price information.

COASTAL BERMUDA HAY  
SOUTH GEORGIA AREA  
ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE):	7 Tons **		YIELD: YOUR FARM			
VARIABLE COSTS:	Unit	No. Units	/Unit	Cost /Acre	Cost /Ton	Your Farm
Lime	Ton	0.50	\$20.00	\$10.00	\$1.43	_____
Fertilizer-Custom Appl.						
Nitrogen	Lb.	350.00	0.38	133.00	19.00	_____
Phosphate (P2 O5)	Lb.	70.00	0.23	16.10	2.30	_____
Potash (K2O)	Lb.	280.00	0.19	53.20	7.60	_____
Herbicides	Acre	1.00	8.00	8.00	1.14	_____
Machinery						
Fuel	Gal.	9.80	1.15	11.27	1.61	_____
Repairs and Maint.	Acre	1.00	46.48	46.48	6.64	_____
Twine	Bale	0.13	25.00	3.25	0.46	_____
Labor	Hour	6.00	9.25	55.50	7.93	_____
Rental Land	Acre	0.00	0.00	0.00	0.00	_____
Other _____		0.00	0.00	0.00	0.00	_____
Interest on Operating Capital	Dol.	\$336.80	0.06	10.10	1.44	_____
Total Variable Costs				\$346.90	\$49.56	_____
-----						
FIXED COSTS:						
-----						
Establishment (Prorated Over Ten Years; Plus Interest)	----	0.10	\$265.67	\$34.54	\$4.93	_____
Machinery: Depreciation, Avg. Investment, Housing Taxes	Acre	1.00	48.96	48.96	6.99	_____
General Overhead	Dol.	\$346.90	0.05	17.35	2.48	_____
Management	Dol.	\$346.90	0.05	17.35	2.48	_____
Other _____		0.00	0.00	0.00	0.00	_____
Owned Land Costs; Taxes, Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.00	_____
Total Fixed Costs				\$118.19	\$16.88	_____
-----						
TOTAL COSTS AND PROFIT GOAL						
-----						
Total Costs Excluding Land				\$465.09	\$66.44	_____
**** YOUR PROFIT GOAL ****				\$	_____	/Ton
\$\$ - PRICE NEEDED FOR PROFIT - \$\$				\$	_____	/Ton
-----						

\*\* Bale Size = 1200 Pound Round Bale  
A&AE 3/2004

ITEM	UNIT	UNITS PER ACRE	TOTAL QUANTITY	UNIT PRICE	TOTAL AMOUNT
VARIABLE COSTS:			(units)	(\$/unit)	
LIME	TON	1.00	1.00	\$20.00	\$20.00
FERTILIZER: - Sprigging					
NITROGEN	LB.	30.00	30.00	\$0.38	\$11.40
PHOSPHATE	LB.	40.00	40.00	\$0.23	\$9.20
POTASH	LB.	20.00	20.00	\$0.19	\$3.80
FERTILIZER: - After Mowing					
NITROGEN	LB.	70.00	70.00	\$0.38	\$26.60
PHOSPHATE	LB.	0.00	0.00	\$0.23	\$0.00
POTASH	LB.	60.00	60.00	\$0.19	\$11.40
HERBICIDES					
Grass	ACRE	1.00	1.00	\$7.50	\$7.50
Broadleaf	ACRE	1.00	1.00	\$8.00	\$8.00
SPRIGGING	ACRE	1.00	1.00	\$95.00	\$95.00
MACHINERY:			0.00		
FUEL	GAL.	6.00	6.00	\$1.15	\$6.90
REPAIRS & MAINT.	ACRE	1.00	1.00	\$9.48	\$9.48
LAND RENTAL	ACRE	0.00	0.00	\$0.00	\$0.00
LABOR	HRS.	1.85	1.85	\$9.00	\$16.65
OVERHEAD	ACRE	1.00	1.00	\$32.00	\$32.00
OTHER	\$	0.00	0.00	\$0.00	\$0.00
INTEREST ON OP. CAP.	\$	257.93	257.93	6.00%	\$7.74
<b>TOTAL ESTABLISHMENT COST</b>					<b>\$265.67</b>

ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
COASTAL BERMUDA HAY

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal)	Machinery Repairs (Dol.)	Fixed Costs (Dol.)
HARVEST OPERATIONS						
Mow & Condition	3.00	4.00	1.60	3.20	16.32	10.60
Rake Hay	4.00	4.00	1.20	1.60	5.52	5.70
Bale Hay - Round Bale	3.00	4.00	1.60	4.00	21.28	28.36
Haul Hay						
Round Bales	3.00	4.00	1.60	1.00	3.36	4.30
Total Harvest Fuel, Repairs, Fixed Costs, & Labor			6.00	9.80	46.48	48.96

CORN, DRYLAND  
SOUTH GEORGIA AREA  
ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE) : 85 Bushels                      YIELD: YOUR FARM                     

VARIABLE COSTS:	Unit	No. Units	/Unit	Cost /Acre	Cost /Bu.	Your Farm
Seed	M ker	20.00	\$1.00	\$20.00	\$0.24	_____
Lime	Ton	0.25	20.00	5.00	0.06	_____
Fertilizer-Custom Appl.						
Nitrogen	Lb.	120.00	0.38	45.60	0.54	_____
Phosphate (P2 O5)	Lb.	40.00	0.23	9.20	0.11	_____
Potash (K2O)	Lb.	40.00	0.19	7.60	0.09	_____
Herbicides	Acre	1.00	15.00	15.00	0.18	_____
Insect Control						
At planting	Pounds	6.50	1.35	8.78	0.10	_____
Machinery: Preharvest						
Fuel	Gal.	4.60	1.15	5.29	0.06	_____
Repairs and Maint.	Acre	1.00	9.66	9.66	0.11	_____
Machinery: Harvest						
Fuel	Gal.	3.20	1.15	3.68	0.04	_____
Repairs and Maint.	Acre	1.00	15.79	15.79	0.19	_____
Labor	Hour	2.35	9.25	21.74	0.26	_____
Rental Land	Acre	0.00	0.00	0.00	0.00	_____
Other _____		0.00	0.00	0.00	0.00	_____
Interest on						
Operating Capital	Dol.	167.33	0.06	5.02	0.06	_____
Drying - 8 Points	Bu.	94.35	0.32	30.19	0.36	_____
Total Variable Costs				\$202.54	\$2.38	_____

FIXED COSTS:

Machinery: Depreciation, Taxes, Investment, & Housing						
Preharvest	Acre	1.00	\$37.45	\$37.45	\$0.44	_____
Harvest	Acre	1.00	39.80	39.80	0.47	_____
General Overhead	Dol.	\$202.54	0.05	10.13	0.12	_____
Management	Dol.	\$202.54	0.05	10.13	0.12	_____
Owned Land Costs; Taxes, Cash Payment, Etc.						
Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.00	_____
Other _____		0.00	0.00	0.00	0.00	_____
Total Fixed Costs				\$97.50	\$1.15	_____

TOTAL COSTS AND PROFIT GOAL

Total Costs Excluding Land				\$300.05	\$3.53	_____
**** YOUR PROFIT GOAL ****				\$	_____	/Bu.
\$\$ - PRICE NEEDED FOR PROFIT - \$\$				\$	_____	/Bu.

SENSITIVITY ANALYSIS OF DRYLAND CORN

NET RETURN ABOVE VARIABLE COSTS PER ACRE						
Varying Prices and Yield (Bu.)						
	65	75	85	95	105	115
\$2.25	-\$49	-\$30	-\$11	\$8	\$27	\$46
\$2.50	-\$33	-\$11	\$10	\$31	\$53	\$74
\$2.75	-\$17	\$7	\$31	\$55	\$79	\$103
\$3.00	\$0	\$26	\$52	\$79	\$105	\$132
\$3.25	\$16	\$45	\$74	\$103	\$132	\$161

ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
DRYLAND CORN

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal.)	Machinery Repairs (Dol.)	Fixed Costs (Dol.)
<b>PREHARVEST OPERATIONS:</b>						
Disk	6.00	1.00	0.20	1.00	1.92	7.88
Rip-Hip	6.00	1.00	0.20	1.70	1.69	6.62
Disk & Appl. Herb.	6.00	1.00	0.20	0.70	2.26	7.26
Plant Corn	6.00	1.00	0.20	0.50	2.30	8.60
Cultivate	6.00	1.00	0.20	0.50	0.76	3.26
Spray-Tractor Mounted	8.00	1.00	0.15	0.20	0.72	3.83
			-----	-----	-----	-----
Total Preharvest Fuel, Repairs, Fixed Costs & Labor			1.15	4.60	9.66	37.45
<b>HARVEST OPERATIONS:</b>						
Combine Corn	3.00	1.00	0.40	1.70	13.75	30.60
Haul Corn	1.50	1.00	0.80	1.50	2.04	9.20
			-----	-----	-----	-----
Total Harvest Fuel, Repairs, Fixed Costs & Labor			1.20	3.20	15.79	39.80

CORN, IRRIGATED  
SOUTH GEORGIA AREA

ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE): 185 Bushels

YIELD: YOUR FARM \_\_\_\_\_

VARIABLE COSTS:	Unit	No. Units	/Unit	Cost /Acre	Cost /Bu.	Your Farm
Seed	M ker	30.00	\$1.00	\$30.00	\$0.16	_____
Lime	Ton	0.50	20.00	10.00	0.05	_____
Fertilizer-Custom Appl.						
Nitrogen	Lb.	180.00	0.38	68.40	0.37	_____
Phosphate (P2 O5)	Lb.	60.00	0.23	13.80	0.07	_____
Potash (K2O)	Lb.	80.00	0.19	15.20	0.08	_____
Other Nutrients	Acre	1.00	5.00	5.00	0.03	_____
Insect Control-Custom	Acre	0.00	8.00	0.00	0.00	_____
Herbicides	Acre	1.00	18.00	18.00	0.10	_____
Insect. - Nematicide	Lb.	6.50	1.30	8.45	0.05	_____
Machinery: Preharvest						
Fuel	Gal.	4.60	1.15	5.29	0.03	_____
Repairs and Maint.	Acre	1.00	9.66	9.66	0.05	_____
Machinery: Harvest						
Fuel	Gal.	3.20	1.15	3.68	0.02	_____
Repairs and Maint.	Acre	1.00	18.95	18.95	0.10	_____
Irrigation	Inch	8.00	5.25	42.00	0.23	_____
Labor	Hour	2.59	9.25	23.96	0.13	_____
Rental Land	Acre	0.00	0.00	0.00	0.00	_____
Other _____		0.00	0.00	0.00	0.00	_____
Interest on						
Operating Capital	Dol.	\$272.39	0.06	8.17	0.04	_____
Drying - 8 Points	Bu.	205.35	0.32	65.71	0.36	_____
<b>Total Variable Costs</b>				<b>\$346.27</b>	<b>\$1.87</b>	_____

FIXED COSTS:

Machinery: Depreciation, Taxes, Avg. Investment, & Housing						
Preharvest	Acre	1.00	\$37.45	\$37.45	\$0.20	_____
Harvest	Acre	1.00	47.76	47.76	0.26	_____
General Overhead Management	Dol.	\$346.27	0.05	17.31	0.09	_____
Irrigation	Acre	1.00	70.00	70.00	0.38	_____
Owned Land Costs; Taxes, Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.00	_____
Other _____		0.00	0.00	0.00	0.00	_____
<b>Total Fixed Costs</b>				<b>\$189.84</b>	<b>\$1.03</b>	_____

TOTAL COSTS AND PROFIT GOAL

Total Costs Excluding Land				\$536.11	\$2.90	_____
**** YOUR PROFIT GOAL ****				\$	_____ /Bu.	
\$\$ - PRICE NEEDED FOR PROFIT - \$\$				\$	_____ /Bu.	

SENSITIVITY ANALYSIS OF IRRIGATED CORN

NET RETURN ABOVE VARIABLE COSTS PER ACRE Varying Prices and Yields (Bu.)						
	155	170	185	200	215	230
\$2.25	\$13	\$42	\$70	\$98	\$127	\$155
\$2.50	\$52	\$84	\$116	\$148	\$181	\$213
\$2.75	\$91	\$127	\$162	\$198	\$234	\$270
\$3.00	\$129	\$169	\$209	\$248	\$288	\$328
\$3.25	\$168	\$212	\$255	\$298	\$342	\$385

ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
IRRIGATED CORN

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal.)	Machinery Repairs (Dol.)	Fixed Costs (Dol.)
<b>PREHARVEST OPERATIONS:</b>						
Disk	6.00	1.00	0.20	1.00	1.92	7.88
Rip-Hip	6.00	1.00	0.20	1.70	1.69	6.62
Disk & Appl. Herb.	6.00	1.00	0.20	0.70	2.26	7.26
Plant Corn	6.00	1.00	0.20	0.50	2.30	8.60
Cultivate	6.00	1.00	0.20	0.50	0.76	3.26
Spray - Tractor Mounted	8.00	1.00	0.15	0.20	0.72	3.83
Total Preharvest Fuel, Repairs, Fixed Costs & Labor			1.15	4.60	9.66	37.45
<b>HARVEST OPERATIONS:</b>						
Combine Corn	2.50	1.00	0.48	1.70	16.50	36.72
Haul Corn	1.25	1.00	0.96	1.50	2.45	11.04
Total Harvest Fuel, Repairs, Fixed Costs & Labor			1.44	3.20	18.95	47.76

## COTTON, Bt/RR, CONVENTIONAL TILLAGE, NON-IRRIGATED

SOUTH GEORGIA AREA

## ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE): 650 Lbs. YIELD: YOUR FARM

VARIABLE COSTS:	Unit	No. Units	Price /Unit	Cost /Acre	Cost /Lb.	Your Farm
Seed (Including Tech Fee)	Lb.	8.00	6.00	48.00	0.074	_____
Lime	Ton	0.33	22.00	7.26	0.011	_____
Fertilizer-Custom Appl.						
Nitrogen	Lb.	70.00	0.38	26.60	0.041	_____
Phosphate (P2 O5)	Lb.	50.00	0.23	11.50	0.018	_____
Potash (K2O)	Lb.	80.00	0.19	15.20	0.023	_____
Boron	Lb.	0.50	0.80	0.40	0.001	_____
Herbicides	Acre	1.00	25.00	25.00	0.038	_____
Insecticide- In-Furrow	Lb.	3.50	3.15	11.03	0.017	_____
Insecticide- Spray	Appl.	2.00	5.50	11.00	0.017	_____
Growth Regulator	Appl.	1.00	6.00	6.00	0.009	_____
Boll Opener and Defoliant	Acre	1.00	14.00	14.00	0.022	_____
Custom Application **						
Insecticides	Appl.	0.00	4.00	0.00	0.000	_____
Herbicides	Appl.	0.00	4.00	0.00	0.000	_____
Growth Regulator	Appl.	0.00	4.00	0.00	0.000	_____
Defoliation	Appl.	0.00	4.00	0.00	0.000	_____
Scouting	Acre	1.00	7.00	7.00	0.011	_____
BWEP	Acre	1.00	3.75	3.75	0.006	_____
Machinery and Equip						
Fuel and Lube	Gal.	12.31	1.15	14.16	0.022	_____
Repairs and Maint.	Acre	1.00	27.46	27.46	0.042	_____
Custom Picking **	Acre	0.00	0.00	0.00	0.000	_____
Crop Insurance	Acre	1.00	18.00	18.00	0.028	_____
Labor	Hour	2.49	9.25	23.03	0.035	_____
Land Rent	Acre	0.00	0.00	0.00	0.000	_____
Other _____	Acre	1.00	0.00	0.00	0.000	_____
Interest ***	Dol.	202.04	6.0%	6.06	0.009	_____
Ginning and Warehousing						
Ginning	Lb.	650	0.09	58.50	0.090	_____
Warehouse and Mkting	Bale	1.30	13.70	17.81	0.027	_____
Minus Cottonseed	Ton	0.471	85.00	-40.06	-0.062	_____
<b>Total Variable Costs</b>				<b>\$311.70</b>	<b>0.480</b>	_____
-----						
FIXED COSTS:						
-----						
Machinery: Depreciation, Taxes, Investment, & Housing						
Tractors and Hi-boy	Acre	1.00	24.13	24.13	0.037	_____
Equipment and Implements	Acre	1.00	13.47	13.47	0.021	_____
Picker	Acre	1.00	51.30	51.30	0.079	_____
General Overhead	Dol.	202.04	0.05	10.10	0.016	_____
Management	Dol.	202.04	0.05	10.10	0.016	_____
Owned Land Costs; Taxes, Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.000	_____
Other _____		0.00	0.00	0.00	0.000	_____
<b>Total Fixed Costs</b>				<b>\$109.10</b>	<b>0.168</b>	_____
-----						
TOTAL NET COSTS AND PROFIT GOAL						
-----						
<b>Total Costs Excluding Land</b>				<b>\$420.80</b>	<b>0.647</b>	_____
**** YOUR PROFIT GOAL ****				\$ _____	/Lb.	
\$\$ - PRICE NEEDED FOR PROFIT - \$\$				\$ _____	/Lb.	
-----						

\*\* Assumes no sprays needed on Bt cotton for worms. Stink-bug control only. Assumes all spray applications, defoliation, and harvesting are performed with farmer owned ground equipment. If some operations are custom- owned machinery, equipment and labor cost will be lower than shown.

\*\*\* 6% annual rate of interest. Interest shown is for 9 months.

**SENSITIVITY ANALYSIS**

<b>Net Return Above Variable Cost **</b>							
Varying Yield and Price Per Lb							
	500	550	600	650	700	750	800
\$0.50	\$14	\$36	\$58	\$81	\$103	\$125	\$147
\$0.55	\$39	\$64	\$88	\$113	\$138	\$163	\$187
\$0.60	\$64	\$91	\$118	\$146	\$173	\$200	\$227
\$0.65	\$89	\$119	\$148	\$178	\$208	\$238	\$267

\*\* Excludes crop insurance indemnity if applicable. Price excludes LDP and all other government payments. Expected price plus LDP should approximate 57 cents/lb. Shaded area, net return is less than full fixed costs.

<b>Breakeven Price To Cover Variable Costs Plus Rent **</b>							
Varying Land Rent and Yield Per Acre							
	500	550	600	650	700	750	800
\$40	\$0.55	\$0.51	\$0.47	\$0.44	\$0.41	\$0.39	\$0.37
\$45	\$0.56	\$0.52	\$0.48	\$0.45	\$0.42	\$0.39	\$0.37
\$50	\$0.57	\$0.53	\$0.49	\$0.45	\$0.42	\$0.40	\$0.38
\$55	\$0.58	\$0.53	\$0.49	\$0.46	\$0.43	\$0.41	\$0.38
\$60	\$0.59	\$0.54	\$0.50	\$0.47	\$0.44	\$0.41	\$0.39
\$65	\$0.60	\$0.55	\$0.51	\$0.48	\$0.45	\$0.42	\$0.40
\$70	\$0.61	\$0.56	\$0.52	\$0.48	\$0.45	\$0.43	\$0.40

\*\* Shaded area, breakeven price greater than loan rate.

**ESTIMATED MACHINERY, EQUIPMENT, AND LABOR COSTS PER ACRE**

	Acres/Hr.	Labor	Fuel and Lube		Repairs		Fixed Costs \$/Ac		
		Hrs/Ac	Gal/Ac	\$/Ac	\$/Hr	S/Ac	Impl	Mach	Total
Disk	10.9	0.12	0.83	\$0.95	\$10.85	\$1.00	\$1.35	\$1.47	\$2.82
Disk - Apply Herb	9.8	0.13	0.93	\$1.07	\$11.93	\$1.22	\$1.50	\$1.63	\$3.13
Rip and Bed	6.5	0.19	1.39	\$1.60	\$7.53	\$1.15	\$1.49	\$2.45	\$3.94
Plant - with in-furrow Insecticide	7.1	0.18	0.86	\$0.99	\$24.20	\$3.45	\$2.18	\$1.59	\$3.77
Early post OTT herbicide - hi-boy	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Apply N - sidedress application	6.5	0.19	0.93	\$1.07	\$6.76	\$1.04	\$1.58	\$1.73	\$3.31
Layby post-dir herb	6.5	0.19	0.93	\$1.07	\$7.87	\$1.21	\$0.99	\$1.73	\$2.72
Growth regulator - hi-boy	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Spray insecticide - hi-boy 2x	30.7	0.08	0.32	\$0.37	\$21.70	\$1.42		\$2.18	\$2.18
Defoliation - hi-boy	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Harvest - Picker	3.3	0.38	3.06	\$3.52	\$39.84	\$12.04		\$51.30	\$51.30
Haul boll buggy and build module	3.3	0.76	1.83	\$2.10	\$5.95	\$1.80	\$3.27	\$3.42	\$6.69
Mow Stalks	8.1	0.15	0.75	\$0.86	\$8.11	\$1.00	\$1.11	\$1.39	\$2.50
<b>TOTAL</b>		<b>2.49</b>	<b>12.31</b>	<b>\$14.16</b>		<b>\$27.46</b>	<b>\$13.47</b>	<b>\$75.43</b>	<b>\$88.90</b>

**COTTON, Bt/RR, CONVENTIONAL TILLAGE, IRRIGATED**

SOUTH GEORGIA AREA

ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE): 1000 Lbs. YIELD: YOUR FARM

VARIABLE COSTS:	Unit	No. Units	Price /Unit	Cost /Acre	Cost /Lb.	Your Farm
Seed (Including Tech Fee)	Lb.	8.00	6.00	48.00	0.048	_____
Lime	Ton	0.33	22.00	7.26	0.007	_____
Fertilizer-Custom Appl.						
Nitrogen	Lb.	90.00	0.38	34.20	0.034	_____
Phosphate (P2 O5)	Lb.	60.00	0.23	13.80	0.014	_____
Potash (K2O)	Lb.	90.00	0.19	17.10	0.017	_____
Boron	Lb.	0.50	0.80	0.40	0.000	_____
Herbicides	Acre	1.00	25.00	25.00	0.025	_____
Insecticide- In-Furrow	Lb.	3.50	3.15	11.03	0.011	_____
Insecticide- Spray	Appl.	2.00	5.50	11.00	0.011	_____
Growth Regulator	Appl.	2.00	6.00	12.00	0.012	_____
Boll Opener and Defoliant	Acre	1.00	18.00	18.00	0.018	_____
Custom Application **						
Insecticides	Appl.	0.00	4.00	0.00	0.000	_____
Herbicides	Appl.	0.00	4.00	0.00	0.000	_____
Growth Regulator	Appl.	0.00	4.00	0.00	0.000	_____
Defoliation	Appl.	0.00	4.00	0.00	0.000	_____
Scouting	Acre	1.00	7.00	7.00	0.007	_____
BWEP	Acre	1.00	3.75	3.75	0.004	_____
Machinery and Equip						
Fuel and Lube	Gal.	12.47	1.15	14.34	0.014	_____
Repairs and Maint.	Acre	1.00	28.17	28.17	0.028	_____
Custom Picking **	Acre	0.00	0.00	0.00	0.000	_____
Irrigation	Appl.	8.00	5.25	42.00	0.042	_____
Crop Insurance	Acre	1.00	19.00	19.00	0.019	_____
Labor	Hour	2.75	9.25	25.44	0.025	_____
Land Rent	Acre	0.00	0.00	0.00	0.000	_____
Other _____	Acre	1.00	0.00	0.00	0.000	_____
Interest ***	Dol.	253.11	6.0%	7.59	0.008	_____
Ginning and Warehousing						
Ginning	Lb.	1000	0.09	90.00	0.090	_____
Warehouse and Mkting	Bale	2.00	13.70	27.40	0.027	_____
Minus Cottonseed	Ton	0.725	85.00	-61.63	-0.062	_____
<b>Total Variable Costs</b>				<b>\$400.85</b>	<b>0.401</b>	_____

FIXED COSTS:

Machinery: Depreciation, Taxes, Investment, & Housing						
Tractors and Hi-boy	Acre	1.00	26.31	26.31	0.026	_____
Equipment and Implements	Acre	1.00	13.47	13.47	0.013	_____
Picker	Acre	1.00	51.30	51.30	0.051	_____
Irrigation	Acre	1.00	70.00	70.00	0.070	_____
General Overhead	Dol.	253.11	0.05	12.66	0.013	_____
Management	Dol.	253.11	0.05	12.66	0.013	_____
Owned Land Costs; Taxes, Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.000	_____
Other _____		0.00	0.00	0.00	0.000	_____
<b>Total Fixed Costs</b>				<b>\$186.39</b>	<b>0.186</b>	_____

TOTAL NET COSTS AND PROFIT GOAL

<b>Total Costs Excluding Land</b>				<b>\$587.24</b>	<b>0.587</b>	_____
**** YOUR PROFIT GOAL ****				\$	_____	/Lb.
\$\$ - PRICE NEEDED FOR PROFIT - \$\$				\$	_____	/Lb.

\*\* Assumes no sprays needed on Bt cotton for worms. Stink-bug control only. Assumes all spray applications, defoliation, and harvesting are performed with farmer owned ground equipment. If some operations are custom- owned machinery, equipment and labor cost will be lower than shown.

\*\*\* 6% annual rate of interest. Interest shown is for 9 months.

**SENSITIVITY ANALYSIS**

<b>Net Return Above Variable Cost **</b>							
Varying Yield and Price Per Lb							
	900	950	1000	1050	1100	1150	1200
\$0.50	\$139	\$161	\$184	\$206	\$228	\$250	\$272
\$0.55	\$184	\$209	\$234	\$258	\$283	\$308	\$332
\$0.60	\$229	\$256	\$284	\$311	\$338	\$365	\$392
\$0.65	\$274	\$304	\$334	\$363	\$393	\$423	\$452

\*\* Excludes crop insurance indemnity if applicable. Price excludes LDP and all other government payments. Expected price plus LDP should approximate 57 cents/lb. Shaded area, net return is less than full fixed costs.

<b>Breakeven Price To Cover Variable Costs Plus Rent **</b>							
Varying Land Rent and Yield Per Acre							
	900	950	1000	1050	1100	1150	1200
\$100	\$0.46	\$0.44	\$0.42	\$0.40	\$0.38	\$0.37	\$0.36
\$110	\$0.47	\$0.45	\$0.43	\$0.41	\$0.39	\$0.38	\$0.36
\$120	\$0.48	\$0.46	\$0.44	\$0.42	\$0.40	\$0.39	\$0.37
\$130	\$0.49	\$0.47	\$0.45	\$0.43	\$0.41	\$0.40	\$0.38
\$140	\$0.50	\$0.48	\$0.46	\$0.44	\$0.42	\$0.40	\$0.39
\$150	\$0.51	\$0.49	\$0.47	\$0.45	\$0.43	\$0.41	\$0.40
\$160	\$0.52	\$0.50	\$0.48	\$0.46	\$0.44	\$0.42	\$0.41

\*\* Shaded area, breakeven price greater than loan rate.

**ESTIMATED MACHINERY, EQUIPMENT, AND LABOR COSTS PER ACRE**

	Acres/Hr	Labor	Fuel and Lube		Repairs		Fixed Costs \$/Ac		
		Hrs/Ac	Gal/Ac	\$/Ac	\$/Hr	\$/Ac	Impl	Mach	Total
Disk	10.9	0.12	0.83	\$0.95	\$10.85	\$1.00	\$1.35	\$1.47	\$2.82
Disk - Apply Herb	9.8	0.13	0.93	\$1.07	\$11.93	\$1.22	\$1.50	\$1.63	\$3.13
Rip and Bed	6.5	0.19	1.39	\$1.60	\$7.53	\$1.15	\$1.49	\$2.45	\$3.94
Plant - with in-furrow Insecticide	7.1	0.18	0.86	\$0.99	\$24.20	\$3.45	\$2.18	\$1.59	\$3.77
Early post OTT herbicide - hi-boy	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Apply N - sidedress application	6.5	0.19	0.93	\$1.07	\$6.76	\$1.04	\$1.58	\$1.73	\$3.31
Layby post-dir herb - hooded sprayer	6.5	0.19	0.93	\$1.07	\$7.87	\$1.21	\$0.99	\$1.73	\$2.72
Growth regulator - hi-boy	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Growth regulator - hi-boy	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Spray insecticide - hi-boy 2x	30.7	0.08	0.32	\$0.37	\$21.70	\$1.42		\$2.18	\$2.18
Defoliation - hi-boy	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Harvest - Picker	3.3	0.38	3.06	\$3.52	\$39.84	\$12.04		\$51.30	\$51.30
Haul boll buggy and build module	3.3	0.76	1.83	\$2.10	\$5.95	\$1.80	\$3.27	\$3.42	\$6.69
Mow Stalks	8.1	0.15	0.75	\$0.86	\$8.11	\$1.00	\$1.11	\$1.39	\$2.50
<b>TOTAL</b>		2.53	12.47	\$14.34		\$28.17	\$13.47	\$77.61	\$91.08
Irrigation - 8x		0.22		\$21.00		\$21.00		\$70.00	\$70.00

## COTTON, RR, CONVENTIONAL TILLAGE, NON-IRRIGATED

SOUTH GEORGIA AREA

## ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE): 650 Lbs. YIELD: YOUR FARM

VARIABLE COSTS:	Unit	No. Units	Price /Unit	Cost /Acre	Cost /Lb.	Your Farm
Seed (Including Tech Fee)	Lb.	9.00	2.75	24.75	0.038	_____
Lime	Ton	0.33	22.00	7.26	0.011	_____
Fertilizer-Custom Appl.						
Nitrogen	Lb.	70.00	0.38	26.60	0.041	_____
Phosphate (P2 O5)	Lb.	50.00	0.23	11.50	0.018	_____
Potash (K2O)	Lb.	80.00	0.19	15.20	0.023	_____
Boron	Lb.	0.50	0.80	0.40	0.001	_____
Herbicides	Acre	1.00	25.00	25.00	0.038	_____
Insecticide- In-Furrow	Lb.	3.50	3.15	11.03	0.017	_____
Insecticides- Spray **	Appl.	4.00	5.50	22.00	0.034	_____
Growth Regulator	Appl.	1.00	6.00	6.00	0.009	_____
Boll Opener and Defoliant	Acre	1.00	14.00	14.00	0.022	_____
Custom Application **						
Insecticides	Appl.	0.00	4.00	0.00	0.000	_____
Herbicides	Appl.	0.00	4.00	0.00	0.000	_____
Growth Regulator	Appl.	0.00	4.00	0.00	0.000	_____
Defoliation	Appl.	0.00	4.00	0.00	0.000	_____
Scouting	Acre	1.00	7.00	7.00	0.011	_____
BWEP	Acre	1.00	3.75	3.75	0.006	_____
Machinery and Equip						
Fuel and Lube	Gal.	12.47	1.15	14.34	0.022	_____
Repairs and Maint.	Acre	1.00	28.17	28.17	0.043	_____
Custom Picking **	Acre	0.00	0.00	0.00	0.000	_____
Crop Insurance	Acre	1.00	18.00	18.00	0.028	_____
Labor	Hour	2.53	9.25	23.40	0.036	_____
Land Rent	Acre	0.00	0.00	0.00	0.000	_____
Other _____	Acre	1.00	0.00	0.00	0.000	_____
Interest ***	Dol.	193.80	6.0%	5.81	0.009	_____
Ginning and Warehousing						
Ginning	Lb.	650	0.09	58.50	0.090	_____
Warehouse and Mktng	Bale	1.30	13.70	17.81	0.027	_____
Minus Cottonseed	Ton	0.471	85.00	-40.06	-0.062	_____
<b>Total Variable Costs</b>				<b>\$300.47</b>	<b>0.462</b>	_____

## FIXED COSTS:

Machinery: Depreciation, Taxes, Investment, & Housing						
Tractors and Hi-boy	Acre	1.00	28.49	28.49	0.044	_____
Equipment and Implements	Acre	1.00	13.47	13.47	0.021	_____
Picker	Acre	1.00	51.30	51.30	0.079	_____
General Overhead	Dol.	193.80	0.05	9.69	0.015	_____
Management	Dol.	193.80	0.05	9.69	0.015	_____
Owned Land Costs; Taxes, Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.000	_____
Other _____		0.00	0.00	0.00	0.000	_____
<b>Total Fixed Costs</b>				<b>\$112.64</b>	<b>0.173</b>	_____

## TOTAL NET COSTS AND PROFIT GOAL

<b>Total Costs Excluding Land</b>				<b>\$413.11</b>	<b>0.636</b>	_____
**** YOUR PROFIT GOAL ****				\$ _____	/Lb.	
<b>\$\$ - PRICE NEEDED FOR PROFIT - \$\$</b>				\$ _____	/Lb.	

\*\* Assumes 4 insecticide applications on non-Bt cotton -- 3 pyrethroid sprays and 1 other spray. Cost shown is the average cost/spray. Budget assumes all spray applications, defoliation, and harvesting are performed with farmer owned ground equipment. If some operations are custom-owned machinery, equipment, and labor costs will be lower than shown.

\*\*\* 6% annual rate of interest. Interest shown is for 9 months.

**SENSITIVITY ANALYSIS**

<b>Net Return Above Variable Cost **</b>							
Varying Yield and Price Per Lb							
	500	550	600	650	700	750	800
\$0.50	\$23	\$45	\$67	\$89	\$111	\$134	\$156
\$0.55	\$48	\$72	\$97	\$122	\$146	\$171	\$196
\$0.60	\$73	\$100	\$127	\$154	\$181	\$209	\$236
\$0.65	\$98	\$127	\$157	\$187	\$216	\$246	\$276

\*\* Excludes crop insurance indemnity if applicable. Price excludes LDP and all other government payments. Expected price plus LDP should approximate 58 cents/lb. Shaded area, net return is less than full fixed costs.

<b>Breakeven Price To Cover Variable Costs Plus Rent **</b>							
Varying Land Rent and Yield Per Acre							
	500	550	600	650	700	750	800
\$40	\$0.53	\$0.49	\$0.46	\$0.42	\$0.40	\$0.38	\$0.36
\$45	\$0.54	\$0.50	\$0.46	\$0.43	\$0.41	\$0.38	\$0.36
\$50	\$0.55	\$0.51	\$0.47	\$0.44	\$0.41	\$0.39	\$0.37
\$55	\$0.56	\$0.52	\$0.48	\$0.45	\$0.42	\$0.40	\$0.37
\$60	\$0.57	\$0.53	\$0.49	\$0.46	\$0.43	\$0.40	\$0.38
\$65	\$0.58	\$0.54	\$0.50	\$0.46	\$0.43	\$0.41	\$0.39
\$70	\$0.59	\$0.55	\$0.51	\$0.47	\$0.44	\$0.42	\$0.39

\*\* Shaded area, breakeven price greater than loan rate.

**ESTIMATED MACHINERY, EQUIPMENT, AND LABOR COSTS PER ACRE**

	Acres/Hr.	Labor	Fuel and Lube		Repairs		Fixed Costs \$/Ac		
		Hrs/Ac	Gal/Ac	\$/Ac	\$/Hr	S/Ac	Impl	Mach	Total
Disk	10.9	0.12	0.83	\$0.95	\$10.85	\$1.00	\$1.35	\$1.47	\$2.82
Disk - Apply Herb	9.8	0.13	0.93	\$1.07	\$11.93	\$1.22	\$1.50	\$1.63	\$3.13
Rip and Bed	6.5	0.19	1.39	\$1.60	\$7.53	\$1.15	\$1.49	\$2.45	\$3.94
Plant - with in-furrow Insecticide	7.1	0.18	0.86	\$0.99	\$24.20	\$3.45	\$2.18	\$1.59	\$3.77
Early post OTT herbicide - hi-boy	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Apply N - sidedress application	6.5	0.19	0.93	\$1.07	\$6.76	\$1.04	\$1.58	\$1.73	\$3.31
Layby post-dir herb - hooded sprayer	6.5	0.19	0.93	\$1.07	\$7.87	\$1.21	\$0.99	\$1.73	\$2.72
Growth regulator w/insecticide -	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Spray insecticide - hi-boy (3x)	30.7	0.12	0.48	\$0.55	\$21.70	\$2.13		\$6.54	\$6.54
Defoliation - hi-boy	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Harvest - Picker	3.3	0.38	3.06	\$3.52	\$39.84	\$12.04		\$51.30	\$51.30
Haul boll buggy and build module	3.3	0.76	1.83	\$2.10	\$5.95	\$1.80	\$3.27	\$3.42	\$6.69
Mow Stalks	8.1	0.15	0.75	\$0.86	\$8.11	\$1.00	\$1.11	\$1.39	\$2.50
<b>TOTAL</b>		<b>2.53</b>	<b>12.47</b>	<b>\$14.34</b>		<b>\$28.17</b>	<b>\$13.47</b>	<b>\$79.79</b>	<b>\$93.26</b>

## COTTON, RR, CONVENTIONAL TILLAGE, IRRIGATED

SOUTH GEORGIA AREA

## ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE): 900 Lbs. YIELD: YOUR FARM

VARIABLE COSTS:	Unit	No. Units	Price /Unit	Cost /Acre	Cost /Lb.	Your Farm
Seed (Including Tech Fee)	Lb.	9.00	2.75	24.75	0.028	_____
Lime	Ton	0.33	22.00	7.26	0.008	_____
Fertilizer-Custom Appl.						
Nitrogen	Lb.	90.00	0.38	34.20	0.038	_____
Phosphate (P2 O5)	Lb.	60.00	0.23	13.80	0.015	_____
Potash (K2O)	Lb.	90.00	0.19	17.10	0.019	_____
Boron	Lb.	0.50	0.80	0.40	0.000	_____
Herbicides	Acre	1.00	25.00	25.00	0.028	_____
Insecticide- In-Furrow	Lb.	3.50	3.15	11.03	0.012	_____
Insecticides- Spray **	Appl.	4.00	5.50	22.00	0.024	_____
Growth Regulator	Appl.	2.00	6.00	12.00	0.013	_____
Boll Opener and Defoliant	Acre	1.00	18.00	18.00	0.020	_____
Custom Application **						
Insecticides	Appl.	0.00	4.00	0.00	0.000	_____
Herbicides	Appl.	0.00	4.00	0.00	0.000	_____
Growth Regulator	Appl.	0.00	4.00	0.00	0.000	_____
Defoliation	Appl.	0.00	4.00	0.00	0.000	_____
Scouting	Acre	1.00	7.00	7.00	0.008	_____
BWEP	Acre	1.00	3.75	3.75	0.004	_____
Machinery and Equip						
Fuel and Lube	Gal.	12.63	1.15	14.52	0.016	_____
Repairs and Maint.	Acre	1.00	28.88	28.88	0.032	_____
Custom Picking **	Acre	0.00	0.00	0.00	0.000	_____
Irrigation	Appl.	8.00	5.25	42.00	0.047	_____
Crop Insurance	Acre	1.00	19.00	19.00	0.021	_____
Labor	Hour	2.79	9.25	25.81	0.029	_____
Land Rent	Acre	0.00	0.00	0.00	0.000	_____
Other _____	Acre	1.00	0.00	0.00	0.000	_____
Interest ***	Dol.	244.87	6.0%	7.35	0.008	_____
Ginning and Warehousing						
Ginning	Lb.	900	0.09	81.00	0.090	_____
Warehouse and Mktg	Bale	1.80	13.70	24.66	0.027	_____
Minus Cottonseed	Ton	0.653	85.00	-55.46	-0.062	_____
<b>Total Variable Costs</b>				<b>\$384.04</b>	<b>0.427</b>	_____
-----						
FIXED COSTS:						
-----						
Machinery: Depreciation, Taxes, Investment, & Housing						
Tractors and Hi-boy	Acre	1.00	30.67	30.67	0.034	_____
Equipment and Implements	Acre	1.00	13.47	13.47	0.015	_____
Picker	Acre	1.00	51.30	51.30	0.057	_____
Irrigation	Acre	1.00	70.00	70.00	0.078	_____
General Overhead	Dol.	244.87	0.05	12.24	0.014	_____
Management	Dol.	244.87	0.05	12.24	0.014	_____
Owned Land Costs; Taxes, Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.000	_____
Other _____		0.00	0.00	0.00	0.000	_____
<b>Total Fixed Costs</b>				<b>\$189.93</b>	<b>0.211</b>	_____
-----						
TOTAL NET COSTS AND PROFIT GOAL						
-----						
<b>Total Costs Excluding Land</b>				<b>\$573.97</b>	<b>0.638</b>	_____
**** YOUR PROFIT GOAL ****				\$	_____ /Lb.	
\$\$ - PRICE NEEDED FOR PROFIT - \$\$				\$	_____ /Lb.	
-----						

\*\* Assumes 4 insecticide applications on non-Bt cotton -- 3 pyrethroid sprays and 1 other spray. Cost shown is the average cost/spray. Budget assumes all spray applications, defoliation, and harvesting are performed with farmer owned ground equipment. If some operations are custom-owned machinery, equipment, and labor costs will be lower than shown.

\*\*\* 6% annual rate of interest. Interest shown is for 9 months.

## SENSITIVITY ANALYSIS

Net Return Above Variable Cost **							
Varying Yield and Price Per Lb							
	800	850	900	950	1000	1050	1100
\$0.50	\$103	\$125	\$148	\$170	\$192	\$214	\$236
\$0.55	\$143	\$168	\$193	\$217	\$242	\$267	\$291
\$0.60	\$183	\$210	\$238	\$265	\$292	\$319	\$346
\$0.65	\$223	\$253	\$283	\$312	\$342	\$372	\$401

\*\* Excludes crop insurance indemnity if applicable. Price excludes LDP and all other government payments. Expected price plus LDP should approximate 57 cents/lb. Shaded area, net return is less than full fixed costs.

Breakeven Price To Cover Variable Costs Plus Rent **							
Varying Land Rent and Yield Per Acre							
	800	850	900	950	1000	1050	1100
\$100	\$0.50	\$0.47	\$0.45	\$0.43	\$0.41	\$0.39	\$0.38
\$110	\$0.51	\$0.48	\$0.46	\$0.44	\$0.42	\$0.40	\$0.39
\$120	\$0.52	\$0.49	\$0.47	\$0.45	\$0.43	\$0.41	\$0.39
\$130	\$0.53	\$0.51	\$0.48	\$0.46	\$0.44	\$0.42	\$0.40
\$140	\$0.55	\$0.52	\$0.49	\$0.47	\$0.45	\$0.43	\$0.41
\$150	\$0.56	\$0.53	\$0.50	\$0.48	\$0.46	\$0.44	\$0.42
\$160	\$0.57	\$0.54	\$0.51	\$0.49	\$0.47	\$0.45	\$0.43

\*\* Shaded area, breakeven price greater than loan rate.

## ESTIMATED MACHINERY, EQUIPMENT, AND LABOR COSTS PER ACRE

	Acres/Hr.	Labor	Fuel and Lube		Repairs		Fixed Costs \$/Ac		
		Hrs/Ac	Gal/Ac	\$/Ac	\$/Hr	S/Ac	Impl	Mach	Total
Disk	10.9	0.12	0.83	\$0.95	\$10.85	\$1.00	\$1.35	\$1.47	\$2.82
Disk - Apply Herb	9.8	0.13	0.93	\$1.07	\$11.93	\$1.22	\$1.50	\$1.63	\$3.13
Rip and Bed	6.5	0.19	1.39	\$1.60	\$7.53	\$1.15	\$1.49	\$2.45	\$3.94
Plant - with in-furrow Insecticid	7.1	0.18	0.86	\$0.99	\$24.20	\$3.45	\$2.18	\$1.59	\$3.77
Early post OTT herbicide - hi-b	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Apply N - sidedress application	6.5	0.19	0.93	\$1.07	\$6.76	\$1.04	\$1.58	\$1.73	\$3.31
Layby post-dir herb - hooded spr	6.5	0.19	0.93	\$1.07	\$7.87	\$1.21	\$0.99	\$1.73	\$2.72
Growth regulator (1x) w/insectici	30.7	0.08	0.32	\$0.37	\$21.70	\$1.42		\$4.36	\$4.36
Spray insecticide - hi-boy (3x)	30.7	0.12	0.48	\$0.55	\$21.70	\$2.13		\$6.54	\$6.54
Defoliation - hi-boy	30.7	0.04	0.16	\$0.18	\$21.70	\$0.71		\$2.18	\$2.18
Harvest - Picker	3.3	0.38	3.06	\$3.52	\$39.84	\$12.04		\$51.30	\$51.30
Haul boll buggy and build module	3.3	0.76	1.83	\$2.10	\$5.95	\$1.80	\$3.27	\$3.42	\$6.69
Mow Stalks	8.1	0.15	0.75	\$0.86	\$8.11	\$1.00	\$1.11	\$1.39	\$2.50
<b>TOTAL</b>		2.57	12.63	\$14.52		\$28.88	\$13.47	\$81.97	\$95.44
Irrigation - 8x		0.22		\$21.00		\$21.00		\$70.00	\$70.00

PEANUTS, DRYLAND  
SOUTH GEORGIA AREA  
ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE): 1.25 Tons YIELD: YOUR FARM

VARIABLE COSTS:	Unit	No. Units	/Unit	Cost /Acre	Cost /Ton	Your Farm
Seed	Lb.	115.00	0.55	63.25	50.60	_____
Lime/Gypsum	Ton	0.50	48.00	24.00	19.20	_____
Inoculant	Lb.	5.00	1.00	5.00	4.00	_____
Fertilizer-Custom Appl.						
Phosphate (P2 O5)	Lb.	20.00	0.23	4.60	3.68	_____
Potash (K2O)	Lb.	40.00	0.19	7.60	6.08	_____
Boron	Lb.	0.50	2.50	1.25	1.00	_____
Herbicides	Acre	1.00	30.00	30.00	24.00	_____
Insecticides	Acre	1.00	30.00	30.00	24.00	_____
Fungicides	Acre	1.00	70.00	70.00	56.00	_____
Nematicide **	Acre	0.00	60.00	0.00	0.00	_____
Machinery: Preharvest						
Fuel	Gal.	8.70	1.15	10.01	8.00	_____
Repairs and Maint.	Acre	1.00	20.90	20.90	16.72	_____
Machinery: Harvest						
Fuel	Gal.	5.90	1.15	6.79	5.43	_____
Repairs and Maint.	Acre	1.00	21.58	21.58	17.26	_____
Labor	Hour	5.09	9.25	47.08	37.67	_____
Crop Insurance	Dol.	1.00	15.00	15.00	12.00	_____
Interest on						
Operating Capital	Dol.	\$357.05	0.06	10.71	8.57	_____
Cleaning	Ton	0.41	10.00	4.13	3.30	_____
Drying	Ton	0.84	15.00	12.56	10.05	_____
GPC & GPPA	Ton	1.25	3.00	3.75	3.00	_____
NPB	Dol.	0.01	443.75	4.44	3.55	_____
<b>Total Variable Costs</b>				<b>\$392.64</b>	<b>\$314.11</b>	_____

FIXED COSTS:

Machinery: Depreciation, Taxes

Investment, & Housing

Preharvest	Acre	1.00	52.76	52.76	42.21	_____
Harvest	Acre	1.00	79.70	79.70	63.76	_____
General Overhead	Dol.	\$392.64	0.05	19.63	15.71	_____
Management	Dol.	\$392.64	0.05	19.63	15.71	_____
Owned Land Costs; Taxes,						
Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.00	_____
Other _____		0.00	0.00	0.00	0.00	_____
<b>Total Fixed Costs</b>				<b>\$171.72</b>	<b>\$137.38</b>	_____

TOTAL COSTS AND PROFIT GOAL

<b>Total Costs Excluding Land</b>				<b>\$564.36</b>	<b>\$451.49</b>	_____
**** YOUR PROFIT GOAL ****				\$ _____	/Ton	
\$\$ - PRICE NEEDED FOR PROFIT - \$\$				\$ _____	/Ton	

\*\* If an in-row fungicide is needed, the costs would be \$60.00 per acre.

A nematicide (where needed) = \$60.00 per acre.

### NOTE: Fungicide, Herbicide, & Insecticide costs can be significantly different from the estimate used here. Check with your local County Extension Office for current pesticide recommendations.

A&AE 3/2004

SENSITIVITY ANALYSIS OF DRYLAND PEANUTS

NET RETURN ABOVE VARIABLE COSTS PER ACRE Varying Prices (\$/Ton) and Yields (Lbs.)						
	2000	2250	2500	2750	3000	3250
\$325	-\$63	-\$25	\$14	\$52	\$90	\$128
\$350	-\$38	\$4	\$45	\$86	\$127	\$169
\$375	-\$13	\$32	\$76	\$120	\$165	\$209
\$400	\$12	\$60	\$107	\$155	\$202	\$250
\$425	\$37	\$88	\$139	\$189	\$240	\$291

ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
PEANUTS, DRYLAND

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal.)	Machinery Repairs (Dol.)	Fixed Costs (Dol.)
<b>PREHARVEST OPERATIONS:</b>						
Plow	2.50	1.00	0.48	1.40	4.39	16.32
Disk	6.00	2.00	0.40	2.00	3.85	7.88
Disk & Appl. Herb.	6.00	1.00	0.20	0.70	2.07	6.87
Field Cultivator	8.00	1.00	0.15	2.00	1.74	6.00
Plant	6.00	1.00	0.20	0.50	2.30	8.60
Cultivate	6.00	1.00	0.20	0.50	0.76	3.26
Spray-Tractor Mounted	8.00	8.00	1.20	1.60	5.80	3.83
Total Preharvest Fuel, Repairs, Fixed Costs & Labor			2.83	8.70	20.90	52.76
<b>HARVEST OPERATIONS:</b>						
Combine Peanuts	1.10	1.00	1.09	3.30	14.89	53.05
Dig Peanuts	2.50	1.00	0.48	1.00	4.94	18.77
Haul Peanuts	1.75	1.00	0.69	1.60	1.75	7.89
Total Harvest Fuel, Repairs, Fixed Costs & Labor			2.26	5.90	21.58	79.70

PEANUTS, IRRIGATED  
SOUTH GEORGIA AREA

ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE):	1.75 Tons		YIELD: YOUR FARM			
VARIABLE COSTS:	Unit	No. Units	/Unit	Cost /Acre	Cost /Ton	Your Farm
Seed	Lb.	115.00	0.55	63.25	36.14	_____
Lime/Gypsum	Ton	0.50	48.00	24.00	13.71	_____
Inoculant	Lb.	6.00	1.00	6.00	3.43	_____
Fertilizer:-Custom Appl.						
Phosphate (P2 O5)	Lb.	20.00	0.23	4.60	2.63	_____
Potash (K2O)	Lb.	40.00	0.19	7.60	4.34	_____
Boron	Lb.	0.50	2.50	1.25	0.71	_____
Herbicides	Acre	1.00	40.00	40.00	22.86	_____
Insecticides	Acre	1.00	32.00	32.00	18.29	_____
Fungicides	Acre	1.00	85.00	85.00	48.57	_____
Nematicide	Acre	0.00	60.00	0.00	0.00	_____
Machinery: Preharvest						
Fuel	Gal.	8.70	1.15	10.01	5.72	_____
Repairs and Maint.	Acre	1.00	20.88	20.88	11.93	_____
Machinery: Harvest						
Fuel	Gal.	6.30	1.15	7.25	4.14	_____
Repairs and Maint.	Acre	1.00	26.23	26.23	14.99	_____
Labor	Hour	5.52	9.25	51.06	29.18	_____
Crop Insurance	Dol.	1.00	15.00	15.00	8.57	_____
Irrigation	Appl.	5.00	5.25	26.25	15.00	_____
Interest on						
Operating Capital	Dol.	\$420.37	0.06	12.61	7.21	_____
Cleaning	Ton	0.58	10.00	5.78	3.30	_____
Drying	Ton	1.17	15.00	17.59	10.05	_____
GPC & GPPA	Ton	1.85	3.00	5.55	3.17	_____
NPB	Dol.	0.01	621.25	6.21	3.55	_____
<b>Total Variable Costs</b>				<b>\$468.11</b>	<b>\$267.49</b>	_____
<b>FIXED COSTS:</b>						
Machinery: Depreciation, Taxes						
Investment, & Housing						
Preharvest	Acre	1.00	52.70	52.70	30.11	_____
Harvest	Acre	1.00	96.50	96.50	55.14	_____
Irrigation	Acre	1.00	70.00	70.00	40.00	_____
General Overhead	Dol.	\$468.11	0.05	23.41	13.37	_____
Management	Dol.	\$468.11	0.05	23.41	13.37	_____
Owned Land Costs; Taxes,						
Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.00	_____
Other		0.00	0.00	0.00	0.00	_____
<b>Total Fixed Costs</b>				<b>\$266.01</b>	<b>\$152.01</b>	_____
<b>TOTAL COSTS AND PROFIT GOAL</b>						
<b>Total Costs Excluding Land</b>				<b>\$734.12</b>	<b>\$419.50</b>	_____
<b>**** YOUR PROFIT GOAL ****</b>				<b>\$</b>	_____	<b>/Ton</b>
<b>\$\$ - PRICE NEEDED FOR PROFIT - \$\$</b>				<b>\$</b>	_____	<b>/Ton</b>

**SENSITIVITY ANALYSIS OF IRRIGATED PEANUTS**

NET RETURN ABOVE VARIABLE COSTS PER ACRE						
Varying Prices (\$/Ton) and Yields (Lbs.)						
	3000	3250	3500	3750	4000	4250
\$325	\$24	\$63	\$101	\$139	\$177	\$215
\$350	\$62	\$103	\$144	\$186	\$227	\$268
\$375	\$99	\$144	\$188	\$233	\$277	\$321
\$400	\$137	\$184	\$232	\$279	\$327	\$374
\$425	\$174	\$225	\$276	\$326	\$377	\$427

**ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
PEANUTS, IRRIGATED**

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal.)	Machinery Repairs (Dol.)	Fixed Costs (Dol.)
<b>PREHARVEST OPERATIONS:</b>						
Plow	2.50	1.00	0.48	1.40	4.39	16.32
Disk	6.00	2.00	0.40	2.00	3.85	7.88
Disk & Appl. Herb.	6.00	1.00	0.20	0.70	2.08	6.92
Field Cultivator	8.00	1.00	0.15	2.00	1.70	5.89
Plant	6.00	1.00	0.20	0.50	2.30	8.60
Cultivate	6.00	1.00	0.20	0.50	0.76	3.26
Spray-Tractor Mounted	8.00	8.00	1.20	1.60	5.80	3.83
<b>Total Preharvest Fuel, Repairs, Fixed Costs &amp; Labor</b>			<b>2.83</b>	<b>8.70</b>	<b>20.88</b>	<b>52.70</b>
<b>HARVEST OPERATIONS:</b>						
Combine Peanuts	0.85	1.00	1.41	3.50	19.27	68.65
Dig Peanuts	2.50	1.00	0.48	1.00	4.94	18.77
Haul Peanuts	1.50	1.00	0.80	1.80	2.03	9.08
<b>Total Harvest Fuel, Repairs, Fixed Costs &amp; Labor</b>			<b>2.69</b>	<b>6.30</b>	<b>26.23</b>	<b>96.50</b>

## SOYBEANS, DRYLAND, ROUNDUP READY VARIETIES

## ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE):

30 Bushels

YIELD: YOUR FARM

VARIABLE COSTS:	Unit	No. Units	/Unit	Cost /Acre	Cost /Bu.	Your Farm
Seed--Technology Fee, Inoculant & Fungicide	50 lbs	1.00	\$26.00	\$26.00	\$0.87	_____
Lime	Ton	0.33	20.00	6.60	0.22	_____
Fertilizer--Custom Appl. Phosphate (P2 O5)	Lb.	40.00	0.23	9.20	0.31	_____
Potash (K2O)	Lb.	80.00	0.19	15.20	0.51	_____
Herbicides Roundup	Appl.	2.00	6.00	12.00	0.40	_____
Insect Control Insecticide	Appl.	2.00	6.00	12.00	0.40	_____
Scouting	Acre	1.00	3.00	3.00	0.10	_____
Machinery: Preharvest Fuel	Gal.	5.00	1.15	5.75	0.19	_____
Repairs and Maint.	Acre	1.00	10.54	10.54	0.35	_____
Machinery: Harvest Fuel	Gal.	2.10	1.15	2.42	0.08	_____
Repairs and Maint.	Acre	1.00	12.28	12.28	0.41	_____
Labor	Hour	2.40	9.25	22.20	0.74	_____
Rental Land	Acre	0.00	0.00	0.00	0.00	_____
Other _____		0.00	0.00	0.00	0.00	_____
Interest on Operating Capital	Dol.	\$137.19	0.06	4.12	0.14	_____
Total Variable Costs				\$141.30	\$4.71	_____
-----						
FIXED COSTS:						
-----						
Machinery: Depreciation, Taxes Investment, & Housing Preharvest	Acre	1.00	\$30.33	\$30.33	\$1.01	_____
Harvest	Acre	1.00	31.98	31.98	1.07	_____
General Overhead Management	Dol.	\$137.19	0.05	6.86	0.23	_____
Owned Land Costs; Taxes, Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.00	_____
Other _____		0.00	0.00	0.00	0.00	_____
Total Fixed Costs				\$76.03	\$2.53	_____
-----						
TOTAL COSTS AND PROFIT GOAL						
-----						
Total Costs Excluding Land				\$217.33	\$7.24	_____
**** YOUR PROFIT GOAL ****			\$	_____	/Bu.	
\$\$ - PRICE NEEDED FOR PROFIT - \$\$			\$	_____	/Bu.	
-----						

## SENSITIVITY ANALYSIS OF DRYLAND SOYBEANS

NET RETURN ABOVE VARIABLE COSTS PER ACRE						
Varying Prices and Yield (Bu.)						
	20	25	30	35	40	45
\$5.50	-\$31.30	-\$3.80	\$23.70	\$51.20	\$78.70	\$106.20
\$6.00	-\$21.30	\$8.70	\$38.70	\$68.70	\$98.70	\$128.70
\$6.50	-\$11.30	\$21.20	\$53.70	\$86.20	\$118.70	\$151.20
\$7.00	-\$1.30	\$33.70	\$68.70	\$103.70	\$138.70	\$173.70
\$7.50	\$8.70	\$46.20	\$83.70	\$121.20	\$158.70	\$196.20

ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
 DRYLAND SOYBEANS, ROUNDUP READY VARIETIES

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal.)	Machinery Repairs (Dol.)	Fixed Costs (Dol.)
<b>PREHARVEST OPERATIONS:</b>						
Disk	6.00	1.00	0.20	1.00	1.92	6.57
Rip-Hip	6.00	1.00	0.20	1.70	1.69	5.52
Disk	6.00	1.00	0.20	0.70	1.69	5.17
Plant Soybeans	6.00	1.00	0.20	0.50	2.30	7.17
Cultivate	6.00	1.00	0.20	0.50	0.76	2.72
Spray - Tractor Mounted	8.00	3.00	0.45	0.60	2.17	3.19
Total Preharvest Fuel, Repairs, Fixed Costs & Labor			1.45	5.00	10.54	30.33
<b>HARVEST OPERATIONS:</b>						
Combine Soybeans	3.50	1.00	0.34	1.30	10.75	26.23
Haul Soybeans	2.00	1.00	0.60	0.80	1.53	5.75
Total Harvest Fuel, Repairs, Fixed Costs & Labor			0.94	2.10	12.28	31.98

## SOYBEANS, IRRIGATED, ROUNDUP READY VARIETIES

## ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE):

50 Bushels

YIELD: YOUR FARM

VARIABLE COSTS:	Unit	No. Units	/Unit	Cost /Acre	Cost /Bu.	Your Farm
Seed--Technology Fee, Inoculant & Fungicide	50 lbs	1.00	\$26.00	\$26.00	\$0.52	_____
Lime	Ton	0.33	20.00	6.60	0.13	_____
Fertilizer--Custom Appl.						
Phosphate (P2 O5)	Lb.	40.00	0.23	9.20	0.18	_____
Potash (K2O)	Lb.	80.00	0.19	15.20	0.30	_____
Herbicides						
Roundup	Appl.	2.00	6.00	12.00	0.24	_____
Insect Control						
Insecticide	Appl.	2.00	6.00	12.00	0.24	_____
Scouting	Acre	1.00	3.00	3.00	0.06	_____
Machinery: Preharvest						
Fuel	Gal.	5.00	1.15	5.75	0.12	_____
Repairs and Maint.	Acre	1.00	10.54	10.54	0.21	_____
Machinery: Harvest						
Fuel	Gal.	2.10	1.15	2.42	0.05	_____
Repairs and Maint.	Acre	1.00	14.29	14.29	0.29	_____
Irrigation	Appl.	5	5.25	26.25	0.525	_____
Labor	Hour	2.40	9.25	22.20	0.44	_____
Rental Land	Acre	0.00	0.00	0.00	0.00	_____
Other _____		0.00	0.00	0.00	0.00	_____
Interest on Operating Capital	Dol.	\$165.45	0.06	4.96	0.10	_____
<b>Total Variable Costs</b>				<b>\$170.41</b>	<b>\$3.41</b>	_____
<b>FIXED COSTS:</b>						
Machinery: Depreciation, Taxes Investment, & Housing						
Preharvest	Acre	1.00	\$30.33	\$30.33	\$0.61	_____
Harvest	Acre	1.00	31.98	31.98	0.64	_____
Irrigation	Acre	1.00	70.00	70.00	1.40	_____
General Overhead	Dol.	\$170.41	0.05	8.52	0.17	_____
Management	Dol.	\$170.41	0.05	8.52	0.17	_____
Owned Land Costs; Taxes, Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.00	_____
Other _____		0.00	0.00	0.00	0.00	_____
<b>Total Fixed Costs</b>				<b>\$149.35</b>	<b>\$2.99</b>	_____
<b>TOTAL COSTS AND PROFIT GOAL</b>						
<b>Total Costs Excluding Land</b>				<b>\$319.76</b>	<b>\$6.40</b>	_____
<b>**** YOUR PROFIT GOAL ****</b>				<b>\$</b>	<b>_____ /Bu.</b>	
<b>\$\$ - PRICE NEEDED FOR PROFIT - \$\$</b>				<b>\$</b>	<b>_____ /Bu.</b>	

SENSITIVITY ANALYSIS OF IRRIGATED SOYBEANS

NET RETURN ABOVE VARIABLE COSTS PER ACRE						
Varying Prices and Yield (Bu.)						
	40	45	50	55	60	65
\$5.50	\$49.59	\$77.09	\$104.59	\$132.09	\$159.59	\$187.09
\$6.00	\$69.59	\$99.59	\$129.59	\$159.59	\$189.59	\$219.59
\$6.50	\$89.59	\$122.09	\$154.59	\$187.09	\$219.59	\$252.09
\$7.00	\$109.59	\$144.59	\$179.59	\$214.59	\$249.59	\$284.59
\$7.50	\$129.59	\$167.09	\$204.59	\$242.09	\$279.59	\$317.09

ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
SOYBEANS, ROUNDUP READY VARIETIES

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal.)	Machinery Repairs (Vol.)	Fixed Costs (Vol.)
<b>PREHARVEST OPERATIONS:</b>						
Disk	6.00	1.00	0.20	1.00	1.92	6.57
Rip-Hip	6.00	1.00	0.20	1.70	1.69	5.52
Disk	6.00	1.00	0.20	0.70	1.69	5.17
Plant Soybeans	6.00	1.00	0.20	0.50	2.30	7.17
Cultivate	6.00	1.00	0.20	0.50	0.76	2.72
Spray-Tractor Mounted	8.00	3.00	0.45	0.60	2.17	3.19
Total Preharvest Fuel, Repairs, Fixed Costs & Labor			1.45	5.00	10.54	30.33
<b>HARVEST OPERATIONS:</b>						
Combine Soybeans	3.50	1.00	0.34	1.30	10.75	26.23
Haul Soybeans	2.00	1.00	0.60	0.80	1.53	5.75
Total Harvest Fuel, Repairs, Fixed Costs & Labor			0.94	2.10	12.28	31.98

FLUE-CURED TOBACCO - HAND HARVEST - BULK BARN  
SOUTH GEORGIA AREA

ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE): 2200 Lbs.

YIELD: YOUR FARM

VARIABLE COSTS:	Unit	No. Units	Price /Unit	Cost /Acre	Cost /Lb.	Your Farm
<b>PREHARVEST</b>						
Quota Rent	Lb.	0.00	\$0.00	\$0.00	\$0.00	_____
Plants	Thou.	7.00	\$19.00	\$133.00	\$0.06	_____
Lime	Ton	0.33	24.00	7.92	0.00	_____
<b>Fertilizer</b>						
6-6-18 or Equiv.	Cwt.	6.50	9.00	58.50	0.03	_____
15-0-14 or Equiv.	Cwt.	1.50	10.00	15.00	0.01	_____
Nematicide	Acre	1.00	83.00	83.00	0.04	_____
Fungicide	Acre	1.00	39.00	39.00	0.02	_____
<b>Herbicides</b>						
Insecticides	Acre	1.00	28.00	28.00	0.01	_____
Soil	Gal.	0.50	42.00	21.00	0.01	_____
Foliar	Appl.	5.00	9.50	47.50	0.02	_____
<b>Sucker Control</b>						
Contact	Gal.	6.00	12.00	72.00	0.03	_____
MH	Gal.	1.00	17.00	17.00	0.01	_____
Prime +	Gal.	0.50	53.00	26.50	0.01	_____
Insurance	Dol.	2000	0.07	140.00	0.06	_____
<b>Machinery</b>						
Fuel	Gal.	14.10	1.15	16.22	0.01	_____
Repairs and Maint.	Acre	1.00	37.50	37.50	0.02	_____
Irrigation	Appl.	4.00	9.50	38.00	0.02	_____
Electric Meter Charge	Month	12.00	2.00	24.00	0.01	_____
Labor	Hour	23.83	9.25	220.43	0.10	_____
Other _____		0.00	0.00	0.00	0.00	_____
Interest on Operating Capital	Dol.	\$1,024.56	0.06	30.74	0.01	_____
Total Preharvest Variable Costs				\$1,055.30	\$0.48	_____
<b>HARVEST</b>						
Curing Fuel - Diesel**	Gal.	230.00	\$1.15	\$264.50	\$0.12	_____
Electricity	Kwh	950.00	0.13	123.50	0.06	_____
Marketing	Dol.	\$3,740.00	0.01	37.40	0.02	_____
Grading Fee	Lb.	2200.00	0.00	0.00	0.00	_____
No Net Cost Assessment	Lb.	2200.00	0.05	110.00	0.05	_____
Bud. Recon. Act Assess.	Lb.	2200.00	0.0078	17.16	0.01	_____
<b>Machinery - Incl. Haul.</b>						
Fuel - Diesel	Gal.	18.00	1.15	20.70	0.01	_____
Gasoline	Gal.	5.00	1.40	7.00	0.00	_____
Repairs & Maint.	Acre	1.00	69.25	69.25	0.03	_____
Labor	Hr.	85.00	9.25	786.25	0.36	_____
Other _____		0.00	0.00	0.00	0.00	_____
Total Harvest Variable Costs				\$1,435.76	\$0.65	_____
<b>TOTAL ALL VARIABLE COSTS</b>				<b>\$2,491.06</b>	<b>\$1.13</b>	_____

Footnotes Located At Bottom Of Next Page.

A&AE 3/2004

FLUE-CURED TOBACCO, HAND HARVEST, CONTINUED

-----  
FIXED COSTS:  
-----

PREHARVEST  
-----

Machinery: Depreciation, Taxes, Investment, & Housing						
	Acre	1.00	\$92.63	\$92.63	\$0.04	_____
Irrigation	Acre	1.00	60.00	60.00	0.03	_____
Owned Land Costs; Taxes, Cash Payment, Etc.						
	Acre	0.00	0.00	0.00	0.00	_____
Other		0.00	0.00	0.00	0.00	_____
Total Preharvest Fixed Costs				\$152.63	\$0.07	_____

HARVEST  
-----

Curing Barn	Acre	1.00	\$300.00	\$300.00	\$0.14	_____
Machinery: Depreciation, Taxes, Investment, & Housing						
	Acre	1.00	81.60	81.60	0.04	_____
General Overhead	Dol.	2344.87	0.05	117.24	0.05	_____
Management	Dol.	2344.87	0.05	117.24	0.05	_____
Other		0.00	0.00	0.00	0.00	_____
Total Harvest Fixed Costs				\$616.09	\$0.28	_____

TOTAL ALL FIXED COSTS \$768.72 \$0.35 \_\_\_\_\_

-----  
TOTAL COSTS AND PROFIT GOAL  
-----

Total Costs Excluding Land and Quota \$3,113.58 \$1.42 \_\_\_\_\_

\*\*\*\* YOUR PROFIT GOAL \*\*\*\* \$ \_\_\_\_\_ Lb.

\$\$ - PRICE NEEDED FOR PROFIT - \$\$ \$ \_\_\_\_\_ Lb.

-----  
\*\* If LP Gas Is Used For Curing, Substitute Fuel Costs For 360  
Gallons Of LP Instead Of Diesel Fuel Cost Estimate.

## This assessment was mandated by the Budget Reconciliation Act of 1990.

FLUE-CURED TOBACCO - MACHINE HARVEST - BULK BARN  
SOUTH GEORGIA AREA

ESTIMATED COSTS AND RETURNS ANALYSIS

EXPECTED YIELD (/ACRE): 2200 Lbs.

YIELD: YOUR FARM

VARIABLE COSTS:	Unit	No. Units	Price /Unit	Cost /Acre	Cost /Lb.	Your Farm
<b>PREHARVEST</b>						
Quota Rent	Lb.	0.00	\$0.00	\$0.00	\$0.00	_____
Plants	Thou.	7.00	\$19.00	\$133.00	\$0.06	_____
Lime	Ton	0.33	24.00	7.92	0.00	_____
Fertilizer						
6-6-18 or Equiv.	Cwt.	6.50	9.00	58.50	0.03	_____
15-0-14 or Equiv.	Cwt.	1.50	10.00	15.00	0.01	_____
Nematicide	Acre	1.00	83.00	83.00	0.04	_____
Fungicide	Acre	1.00	39.00	39.00	0.02	_____
Herbicides	Acre	1.00	28.00	28.00	0.01	_____
Insecticides						
Soil	Gal.	0.50	42.00	21.00	0.01	_____
Foliar	Appl.	5.00	9.50	47.50	0.02	_____
Sucker Control						
Contact	Gal.	6.00	12.00	72.00	0.03	_____
MH	Gal.	1.00	17.00	17.00	0.01	_____
Prime +	Gal.	0.50	53.00	26.50	0.01	_____
Insurance	Dol.	2000	0.07	140.00	0.06	_____
Machinery						
Fuel	Gal.	14.10	1.15	16.22	0.01	_____
Repairs and Maint.	Acre	1.00	37.50	37.50	0.02	_____
Irrigation	Appl.	4.00	9.50	38.00	0.02	_____
Electric Meter Charge	Month	12.00	2.00	24.00	0.01	_____
Labor	Hour	23.83	9.25	220.43	0.10	_____
Other		0.00	0.00	0.00	0.00	_____
Interest on Operating Capital	Dol.	\$1,024.56	0.06	30.74	0.01	_____
Total Preharvest Variable Costs				\$1,055.30	\$0.48	_____
<b>HARVEST</b>						
Curing Fuel - Diesel**	Gal.	230.00	\$1.15	\$264.50	\$0.12	_____
Electricity	Kwh	950.00	0.13	123.50	0.06	_____
Marketing	Dol.	3740.00	0.01	37.40	0.02	_____
Grading Fee	Lb.	2200.00	0.00	0.00	0.00	_____
No Net Cost Assessment	Lb.	2200.00	0.05	110.00	0.05	_____
Bud. Recon. Act Assess	Lb.	2200.00	0.0078	17.16	0.01	_____
Machinery - Incl. Haul.						
Fuel - Diesel	Gal.	21.50	1.15	24.73	0.01	_____
Gasoline	Gal.	5.00	1.40	7.00	0.00	_____
Repairs & Maint.	Acre	1.00	114.50	114.50	0.05	_____
Labor	Hr.	51.00	9.25	471.75	0.21	_____
Other		0.00	0.00	0.00	0.00	_____
Total Harvest Variable Costs				\$1,170.54	\$0.53	_____
<b>TOTAL ALL VARIABLE COSTS</b>				<b>\$2,225.83</b>	<b>\$1.01</b>	_____

Footnotes Located At Bottom Of Next Page.

A&AE 3/2004

FLUE-CURED TOBACCO, MACHINE HARVEST, CONTINUED

-----  
FIXED COSTS:  
-----

PREHARVEST  
-----

Machinery: Depreciation,  
Taxes, Investment, & Housing

	Acre	1.00	\$92.87	\$92.87	\$0.04	
Irrigation	Acre	1.00	70.00	70.00	0.03	
Owned Land Costs; Taxes, Cash Payment, Etc.	Acre	0.00	0.00	0.00	0.00	
Other _____		0.00	0.00	0.00	0.00	
Total Preharvest Fixed Costs				\$162.87	\$0.07	

HARVEST  
-----

Curing Barn	Acre	1.00	\$300.00	\$300.00	\$0.14	
Machinery: Depreciation, Taxes, Investment, & Housing	Acre	1.00	177.00	177.00	0.08	
General Overhead	Dol.	2225.83	0.05	111.29	0.05	
Management	Dol.	2225.83	0.05	111.29	0.05	
Other _____		0.00	0.00	0.00	0.00	
Total Harvest Fixed Costs				\$699.58	\$0.32	

TOTAL ALL FIXED COSTS

\$862.45    \$0.39

-----  
TOTAL COSTS AND PROFIT GOAL  
-----

Total Costs Excluding Land and Quota	\$3,088.29	\$1.40	
--------------------------------------	------------	--------	--

\*\*\*\* YOUR PROFIT GOAL \*\*\*\*

\$                      Lb.

\$\$ - PRICE NEEDED FOR PROFIT - \$\$

\$                      Lb.

-----  
\*\* If LP Gas Is Used For Curing, Substitute Fuel Costs For 360  
Gallons Of LP Instead Of Diesel Fuel Cost Estimate.

## This assessment was mandated by the Budget Reconciliation Act of 1990.

ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
TOBACCO, HAND HARVEST

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal.)	Machinery Repairs (Dol.)	Fixed Costs (Dol.)
<b>PREHARVEST OPERATIONS:</b>						
Plow	2.50	1.00	0.48	1.40	4.39	16.32
Disk	6.00	3.00	0.60	3.00	5.77	7.88
Disk & Appl. Herb.	6.00	1.00	0.20	0.70	2.08	6.92
Appl. Soil Insectcde.	4.00	1.00	0.30	1.00	4.28	9.90
Bed The Rows	4.00	1.00	0.30	1.70	2.54	9.93
Transplant	1.00	1.00	12.00	1.30	5.90	19.20
Cultivate	6.00	4.00	0.80	2.00	2.49	2.51
Spray - Tractor Mounted	8.00	7.00	3.15	1.40	5.07	3.83
Top & Sucker	2.00	2.00	6.00	1.60	3.48	16.14
			-----	-----	-----	-----
Total Preharvest Fuel, Repairs, Fixed Costs & Labor			23.83	14.10	36.00	92.63
<b>HARVEST OPERATIONS:</b>						
Hand Harvest	0.25	5.00	45.00	10.00	37.80	33.60
Haul & Barn	0.50	5.00	25.00	8.00	28.80	48.00
Remove & Market			15.00			
			-----	-----	-----	-----
Total Harvest Fuel, Repairs, Fixed Costs & Labor			85.00	18.00	66.60	81.60

ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
TOBACCO, MECHANICAL HARVESTER

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal.)	Machinery Repairs (Dol.)	Fixed Costs (Dol.)
<b>PREHARVEST OPERATIONS:</b>						
Plow	2.50	1.00	0.48	1.40	4.39	16.32
Disk	6.00	3.00	0.60	3.00	5.77	7.88
Disk & Appl. Herb.	6.00	1.00	0.20	0.70	2.08	6.92
Appl. Soil Insectcde.	4.00	1.00	0.30	1.00	4.28	9.90
Bed The Rows	4.00	1.00	0.30	1.70	2.54	9.93
Transplant	1.00	1.00	12.00	1.30	5.90	19.20
Cultivate	6.00	4.00	0.80	2.00	2.49	2.51
Spray - Tractor Mounted	8.00	7.00	3.15	1.40	5.07	3.83
Top & Sucker	2.00	2.00	6.00	1.60	3.54	16.38
Total Preharvest Fuel, Repairs, Fixed Costs & Labor			23.83	14.10	36.06	92.87
<b>HARVEST OPERATIONS:</b>						
Combine Tobacco	1.00	5.00	6.00	13.50	81.25	117.00
Haul & Barn	0.50	5.00	30.00	8.00	28.80	60.00
Remove & Market			15.00			
Total Harvest Fuel, Repairs, Fixed Costs & Labor			51.00	21.50	110.05	177.00



## SENSITIVITY ANALYSIS OF CONVENTIONAL WHEAT

NET RETURN ABOVE VARIABLE COSTS PER ACRE						
Varying Prices and Yield (Bu.)						
	45	50	55	55	60	65
\$2.75	-\$4	\$9	\$23	\$23	\$36	\$50
\$3.00	\$7	\$22	\$37	\$37	\$51	\$66
\$3.25	\$19	\$34	\$50	\$50	\$66	\$82
\$3.50	\$30	\$47	\$64	\$64	\$81	\$98
\$3.75	\$41	\$59	\$78	\$78	\$96	\$115

ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
WHEAT, CONVENTIONAL MANAGEMENT

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal.)	Machinery Repairs (Dol.)	Fixed Costs (Dol.)
=====						
PREHARVEST OPERATIONS:						
Disk	6.00	1.00	0.20	1.00	1.92	7.88
Chisel Plow	6.00	1.00	0.20	1.30	1.73	6.35
Drill Grain	4.00	1.00	0.30	0.40	1.94	5.25
Spray - Tractor Mounted	8.00	1.00	0.15	0.20	0.72	3.83
Total Preharvest Fuel, Repairs, Fixed Costs & Labor			0.85	2.90	6.32	23.31
HARVEST OPERATIONS:						
Combine Small Grain	3.00	1.00	0.40	1.10	12.54	30.72
Haul Wheat	2.00	1.00	0.60	0.80	1.53	6.90
Total Harvest Fuel, Repairs, Fixed Costs & Labor			1.00	1.90	14.07	37.62
=====						



## SENSITIVITY ANALYSIS OF INTENSIVE MGT. WHEAT

NET RETURN ABOVE VARIABLE COSTS PER ACRE						
Varying Prices and Yield (Bu.)						
	65	70	75	80	85	90
\$2.75	\$2	\$15	\$28	\$42	\$55	\$68
\$3.00	\$18	\$32	\$47	\$62	\$76	\$91
\$3.25	\$34	\$50	\$66	\$82	\$97	\$113
\$3.50	\$50	\$67	\$84	\$102	\$119	\$136
\$3.75	\$67	\$85	\$103	\$122	\$140	\$158

ESTIMATED LABOR AND MACHINERY COSTS PER ACRE  
WHEAT, INTENSIVE MANAGEMENT

Operation	Acres Per Hour	Number Times Over	Labor Use (Hr.)	Fuel Use (Gal.)	Machinery Repairs (Dol.)	Fixed Costs (Dol.)
<b>PREHARVEST OPERATIONS:</b>						
Plow	2.50	1.00	0.48	1.40	4.39	16.32
Disk	6.00	1.00	0.20	1.00	1.92	7.88
Drill Grain/Appl Insc	4.00	1.00	0.30	0.40	2.80	6.83
Spray - Tractor Mounted	8.00	2.00	0.30	0.40	1.45	3.83
Total Preharvest Fuel, Repairs, Fixed Costs a Labor			1.28	3.20	10.56	34.87
<b>HARVEST OPERATIONS:</b>						
Combine Small Grain	2.50	1.00	0.48	1.40	15.05	32.06
Haul Wheat	1.50	1.00	0.80	1.20	2.04	9.20
Total Harvest Fuel, Repairs, Fixed Costs & Labor			1.28	2.60	17.09	41.26

Prepared By: Nathan Smith, Extension Economist  
Curt Lacy, Extension Economist  
Don Shurley, Extension Economist  
Keith Kightlinger, Extension Farm Business Mgmt. Specialist  
Cesar Escalante, Extension Economist  
George Shumaker, Extension Economist

The University of Georgia College and Agricultural & Environmental Sciences and Ft. Valley State University, and the U.S. Department of Agriculture and counties of the state cooperating. The Cooperative Extension Service offers educational programs, assistance and materials to all people without regard to race, color, national origin, age, sex or disability.

An equal opportunity/affirmative action organization committed to a diverse work force.

---

AGECON-04 90

March 2004

---

Issued in furtherance of Cooperative Extension, Acts of May 8 and June 30, 1914, the University of Georgia College of Agricultural and Environmental Sciences and Fort Valley State University, and the U.S. Department of Agriculture Cooperating.

**Dr. Gale A. Buchanan, Dean & Director  
College of Agricultural & Environmental Sciences**

***To find out more visit our web page at:***  
**<http://www.ces.uga.edu/Agriculture/agecon/agecon.html>**