

# MANAGEMENT MARKETING MEMO

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## 2007 Estimated Costs and Returns for Non-Irrigated Cotton

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The commodity markets have been bidding for acreage due to a bullish final crop report for the 2006 corn and soybean crop. Will this bidding for acreage benefit cotton producers through higher prices? Currently, the major decision for producers is to evaluate the crop enterprise mix for 2007. This memo discusses the estimated profitability of producing non-irrigated cotton, how production costs have increased since 2002, and how price and yield variability affects profitability.

### Costs and Returns for 2007

Table 1. 2007 Non-Irrigated Cotton (Round-Up Ready and BT, Conservation Tillage) Estimated Costs and Returns (\$/Acre)<sup>1/</sup>.

	Unit	Quantity	Price or Cost/Unit	Total Per Acre
<b>Gross Receipts</b>				
Cotton Lint <sup>2/</sup>	lbs.	750	\$0.6000	\$450.00
<b>Total Receipts</b>				<b>\$450.00</b>
<b>Variable Costs</b>				
Seed (certified)	lbs.	10	\$7.84	\$78.40
Fertilizer				
Nitrogen	lbs.	80	\$0.55	\$44.00
Phosphate	lbs.	60	\$0.35	\$21.00
Potash	lbs.	60	\$0.29	\$17.40
Boron	lbs.	0.5	\$0.75	\$0.38
Sulfur	lbs.	10	\$0.51	\$5.10
Lime (prorated)	ton	0.33	\$52.50	\$17.33
Herbicides	acre	1	\$35.29	\$35.29
Insecticides	acre	1	\$32.55	\$32.55
Growth Reg & Defoliant	acre	1	\$19.36	\$19.36
Scouting	acre	1	\$8.50	\$8.50
Aerial Application	appl	2	\$5.50	\$11.00
Ginning (net of seed)	lbs.	750	\$0.12	\$39.88
Hauling	acre	1	\$6.00	\$6.00
Check-off fee	acre	1	\$5.50	\$5.50
Boll Weevil Eradication	bale	1.56	\$2.56	\$3.99
Crop Insurance	acre	1	\$18.00	\$18.00
Tractor/Machinery	acre	1	\$60.88	\$60.88
Labor	hrs	5.54	\$6.50	\$36.01
Interest on Operating Capital	dol.	174.55	9.00%	<u>\$15.71</u>
<b>Total Variable Costs</b>				<b>\$476.27</b>
<b>Return over Variable Costs</b>				<b>-\$26.27</b>

<sup>1/</sup> Detailed enterprise budgets for agronomic crops are available at: <http://cherokee.agecon.clemson.edu/budgets.htm> or from your local Clemson University Cooperative Extension office.

<sup>2/</sup> Cotton price based on December 2007 Cotton Futures price on January 19, 2007 with a harvest-time basis of -\$0.030 and a harvest-time LDP of \$0.03.

The estimated Return over Variable (production) Costs for non-irrigated cotton for 2007, based on Clemson University Enterprise budgets, is described in Table 1. Total production costs are estimated to be \$476/acre with fertilizer/lime costs accounting for 22% of the total cost per acre (Table 1). In addition, pesticides/defoliant, seed, and machinery expenses account for 18%, 16% and 13%, respectively, of the total cost per acre (Table 1).

The harvest cash price, based on the value of the December 2007 Cotton Futures contract of \$0.60 and adjusted by an estimated harvest-time basis of -\$0.030 with an expected harvest-time LDP of \$0.03, is estimated to be \$0.60 per pound (Table 1). Given the revenue and cost estimates, the Return over Variable cost for non-irrigated cotton is estimated to be -\$26 per acre (Table 1).

### Understanding the Increase in Production Costs

For long-term profitability, producers must continue to control costs. The production costs for non-irrigated cotton from 2002 to 2007, based on Clemson University Extension enterprise budgets, are reported in Table 2. Variable costs have increased \$112/acre since 2002 with 57% of the increase occurring since 2005 (Table 2). As you would expect, the largest increase has been for fertilizer which has increased \$41 per acre since 2002 (Table 2). The increased cost of fertilizer and lime accounts for 37% of the cost increase since 2002. Seed expense has increased \$30/acre since 2002 while ginning costs (net of seed revenue) have increased \$20/acre since 2002 (Table 2).

Table 2. Budgeted Production Costs from 2002 – 2007 for Non-Irrigated Cotton with an Estimated Yield of 750 Pounds/Acre.

<b>Variable Costs</b>	<u>2006/2007</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>	<u>2002</u>
Seed (certified)	\$78.40	\$61.10	\$52.00	\$43.60	\$48.30
Fertilizer					
Nitrogen	\$44.00	\$38.69	\$34.27	\$32.12	\$26.51
Phosphate	\$21.00	\$19.87	\$17.87	\$16.47	\$15.33
Potash	\$17.40	\$13.28	\$9.93	\$8.85	\$9.15
Boron	\$0.38	\$0.38	\$0.29	\$0.35	\$0.35
Sulfur	\$5.10	\$4.50	\$4.00	\$4.00	\$4.00
Lime (prorated)	\$17.33	\$10.46	\$9.50	\$9.04	\$8.94
Herbicides	\$35.29	\$26.90	\$30.08	\$30.78	\$29.14
Insecticides	\$32.55	\$29.29	\$28.31	\$29.59	\$28.93
Growth Reg & Defoliant	\$19.36	\$22.68	\$23.58	\$22.58	\$24.61
Scouting	\$8.50	\$8.50	\$8.00	\$8.00	\$8.00
Aerial Application	\$11.00	\$9.00	\$9.00	\$7.00	\$7.00
Ginning (net of seed)	\$39.88	\$33.62	\$18.62	\$18.62	\$20.12
Hauling	\$6.00	\$6.00	\$5.00	\$5.00	\$5.00
Check-off fee	\$5.50	\$5.50	\$5.50	\$9.50	\$9.50
Boll Weevil Eradication	\$3.99	\$4.00	\$4.00	\$2.34	\$2.34
Crop Insurance	\$18.00	\$16.00	\$15.00	\$15.00	\$15.00
Tractor/Machinery	\$60.88	\$56.56	\$59.03	\$54.55	\$54.42
Labor	\$36.01	\$33.24	\$35.94	\$35.94	\$36.42
Interest on Operating Capital	<u>\$15.71</u>	<u>\$13.44</u>	<u>\$10.95</u>	<u>\$11.52</u>	<u>\$11.49</u>
<b>Total Variable Costs</b>	\$476.27	\$412.99	\$380.87	\$364.84	\$364.55
<b>Increase from Previous Year (\$/acre)</b>	\$63.28	\$32.12	\$16.03	\$0.29	

This cost information will help managers understand which cost items have increased the most and, in turn, which items to focus on when monitoring costs. It is important to remember that it is important to

cut the non-necessary expenses and to use inputs in a way to get the biggest return for the cost of the input. Therefore, sound management practices should be used when managing costs. For example, soil tests can be used to determine fertilization rates and increased scouting for weeds and insects can be used to monitor pesticide costs.

### How Risky is Non-Irrigated Cotton in 2007?

Another question managers should consider when evaluating a crop enterprise is the risk of not covering variable costs. The Total Variable Costs for non-irrigated cotton are estimated to be \$477/acre (Table 1). At an expected yield of 750 lbs./acre, the break-even price for non-irrigated cotton is \$0.6350 per pound. At this break-even price, there will be just enough revenue to pay for the variable costs listed in Table 1. However, the break-even price does not pay for the cost of rented land or provide a return to fixed costs and management.

Table 3 describes the Return over Variable Costs for alternative prices and yields. Managers can use Table 3 to evaluate the risk of not covering variable costs of producing non-irrigated cotton based on their own price and yield expectations. For example, at the price of \$0.60/lb., there would be revenue available to pay for all production expenses with yields of 800 lbs./acre or greater (Table 3). Similarly, at a yield of 650 lbs./acre, all variable costs will be covered with prices of \$0.75/lb. or greater (Table 3).

Table 3. Return over Variable Costs for Various Prices and Yields for Non-Irrigated Cotton (750 lbs./acre Expected Yield) <sup>1/</sup>.

<u>Harvest Yield</u>	<u>Harvest Cash Price</u>						
	\$0.50	\$0.55	\$0.60	\$0.65	\$0.70	\$0.75	\$0.80
600	(\$177.00)	(\$147.00)	(\$117.00)	(\$87.00)	(\$57.00)	(\$27.00)	\$3.00
650	(\$152.00)	(\$119.50)	(\$87.00)	(\$54.50)	(\$22.00)	\$10.50	\$43.00
700	(\$127.00)	(\$92.00)	(\$57.00)	(\$22.00)	\$13.00	\$48.00	\$83.00
750	(\$102.00)	(\$64.50)	(\$27.00)	\$10.50	\$48.00	\$85.50	\$123.00
800	(\$77.00)	(\$37.00)	\$3.00	\$43.00	\$83.00	\$123.00	\$163.00
850	(\$52.00)	(\$9.50)	\$33.00	\$75.50	\$118.00	\$160.50	\$203.00
900	(\$27.00)	\$18.00	\$63.00	\$108.00	\$153.00	\$198.00	\$243.00

<sup>1/</sup>Total Variable Costs are estimated to be \$477 per acre.

### Where do I go for Help in Making this Decision?

Clemson University Extension has developed budgets for the major agronomic crops to help you evaluate their profitability for your farm business. The budgets are to be used as a guide and it is very important that you adjust these budgets to reflect your own costs, management practices, and productivity. You can download the enterprise budgets from the internet at <http://cherokee.agecon.clemson.edu/budgets.htm>. Your local extension office will be able to help you download these budgets and can help you understand how to use these budgets to make decisions for your farm business.