### Cotton - Conventional Tillage, Irrigated

#### 2017 Estimated Per Acre Costs and Returns, South and East Georgia

<table>
<thead>
<tr>
<th>Seed Technology:</th>
<th>B2RF, B2XF, WRF, GLT, or GLB2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Row Spacing:</td>
<td>36</td>
</tr>
<tr>
<td>Tillage:</td>
<td>Conventional</td>
</tr>
<tr>
<td>Production:</td>
<td>Irrigated</td>
</tr>
<tr>
<td>Seed Per Foot:</td>
<td>2.50</td>
</tr>
<tr>
<td>Seed Per Acre:</td>
<td>36,300</td>
</tr>
</tbody>
</table>

### Expected Income

<table>
<thead>
<tr>
<th>Lbs/Acre</th>
<th>Avg Price**</th>
<th>Income/Ac</th>
<th>Cents/Lb</th>
</tr>
</thead>
<tbody>
<tr>
<td>1200</td>
<td>0.725</td>
<td>$870.00</td>
<td>72.50</td>
</tr>
</tbody>
</table>

### Variable Cost

#### Land Rent
- Unit: Acre
- No. Units: 1
- Price/Unit: 0.00
- Cost/Acre: 0.00
- Cents/Lb: 0.00

#### Crop Insurance (Excluding STAX)
- Unit: Acre
- No. Units: 1
- Price/Unit: 8.00
- Cost/Acre: 8.00
- Cents/Lb: 0.67

#### Seed (Including Tech Fees and Seed Treatments)
- Unit: 1,000 seed
- No. Units: 1
- Price/Unit: 2.76
- Cost/Acre: 100.19
- Cents/Lb: 8.35

#### Lime - Custom Spread
- Unit: Ton
- No. Units: 0.33
- Price/Unit: 42.00
- Cost/Acre: 13.86
- Cents/Lb: 1.16

#### Fertilizers
- Nitrogen
  - Unit: Lbs
  - No. Units: 90
  - Price/Unit: 0.42
  - Cost/Acre: 37.80
  - Cents/Lb: 3.15
- Phosphate (P2O5)
  - Unit: Lbs
  - No. Units: 70
  - Price/Unit: 0.39
  - Cost/Acre: 27.30
  - Cents/Lb: 2.28
- Potash (K2O)
  - Unit: Lbs
  - No. Units: 70
  - Price/Unit: 0.28
  - Cost/Acre: 19.60
  - Cents/Lb: 1.63
- Chicken Litter - Custom Spread
  - Unit: Tons
  - No. Units: 0
  - Price/Unit: 44.00
  - Cost/Acre: 0.00
  - Cents/Lb: 0.00
- Boron, Sulfer, and Others
  - Unit: Acre
  - No. Units: 1
  - Price/Unit: 5.50
  - Cost/Acre: 5.50
  - Cents/Lb: 0.46

#### Weed Control

#### Scouting
- Unit: Acre
- No. Units: 1
- Price/Unit: 10.00
- Cost/Acre: 10.00
- Cents/Lb: 0.83

#### In-Furrow (If no seed treatment used)
- Unit: Lbs
- No. Units: 90
- Price/Unit: 0.00
- Cost/Acre: 0.00
- Cents/Lb: 0.00

#### In-Furrow Caterpillar Pests
- Unit: Applications
- No. Units: 0
- Price/Unit: 0.00
- Cost/Acre: 0.00
- Cents/Lb: 0.00

#### In-Furrow Stink Bugs, Other Pests
- Unit: Applications
- No. Units: 2
- Price/Unit: 4.98
- Cost/Acre: 9.96
- Cents/Lb: 0.83

#### Nematicide (If no seed treatment used)
- Unit: Acre
- No. Units: 1
- Price/Unit: 0.00
- Cost/Acre: 0.00
- Cents/Lb: 0.00

#### Fungicide (If no seed treatment used)
- Unit: Acre
- No. Units: 1
- Price/Unit: 0.00
- Cost/Acre: 0.00
- Cents/Lb: 0.00

#### PGR
- Unit: Ounces
- No. Units: 36
- Price/Unit: 0.055
- Cost/Acre: 1.98
- Cents/Lb: 0.17

#### Defoliant and Boll Opener
- Unit: Acre
- No. Units: 1
- Price/Unit: 12.01
- Cost/Acre: 12.01
- Cents/Lb: 1.00

#### Irrigation
- Unit: Applications
- No. Units: 8
- Price/Unit: 8.25
- Cost/Acre: 66.00
- Cents/Lb: 5.50

#### Machinery and Equipment
- Fuel and Lube
  - Unit: Gal
  - No. Units: 12.96
  - Price/Unit: 1.90
  - Cost/Acre: 24.62
  - Cents/Lb: 2.05
- Repairs and Maintenance
  - Unit: Acre
  - No. Units: 1
  - Price/Unit: 28.58
  - Cost/Acre: 28.58
  - Cents/Lb: 2.38
- Custom Spray Applications
  - Unit: Applications
  - No. Units: 0
  - Price/Unit: 0.00
  - Cost/Acre: 0.00
  - Cents/Lb: 0.00
- Custom Picking
  - Unit: Acre
  - No. Units: 1
  - Price/Unit: 0.00
  - Cost/Acre: 0.00
  - Cents/Lb: 0.00
- Labor
  - Unit: LT/MT
  - No. Units: 1.65
  - Price/Unit: 1.99
  - Cost/Acre: 24.86
  - Cents/Lb: 2.07
- Interest on Operating
  - Unit: Months
  - No. Units: 6
  - Price/Unit: 463.92
  - Cost/Acre: 15.08
  - Cents/Lb: 1.26
- Ginning and Warehousing
  - Ginning
    - Unit: Lbs
    - No. Units: 1200
    - Price/Unit: 0.080
    - Cost/Acre: 96.00
    - Cents/Lb: 8.00
  - Other (Hauling, Etc.)
    - Unit: Bale
    - No. Units: 2.42
    - Price/Unit: 0.00
    - Cost/Acre: 0.00
    - Cents/Lb: 0.00
  - Storage and Warehousing
    - Unit: Bale
    - No. Units: 2.42
    - Price/Unit: 10.50
    - Cost/Acre: 25.40
    - Cents/Lb: 2.12
  - Promotions, Boards, Classing
    - Unit: Bale
    - No. Units: 2.42
    - Price/Unit: 5.95
    - Cost/Acre: 14.39
    - Cents/Lb: 1.20
  - Cottonseed Credit
    - Unit: Gin T/O
    - No. Units: 40%
    - Price/Unit: 0.75
    - Cost/Acre: -131.25
    - Cents/Lb: -10.94
  - BWEP
    - Unit: Bale
    - No. Units: 2.42
    - Price/Unit: 0.75
    - Cost/Acre: 1.81
    - Cents/Lb: 0.15

#### Total Variable Costs
- $485.35
- $40.45

#### Net Return Above Variable Cost
- $384.65
- $32.05

#### Fixed Costs

#### Tractors and Sprayer
- Unit: Acre
- No. Units: 1
- Price/Unit: 47.57
- Cost/Acre: 47.57
- Cents/Lb: 3.96

#### Equipment/Implements
- Unit: Acre
- No. Units: 1
- Price/Unit: 16.71
- Cost/Acre: 16.71
- Cents/Lb: 1.39

#### Irrigation
- Unit: Acre
- No. Units: 1
- Price/Unit: 125.00
- Cost/Acre: 125.00
- Cents/Lb: 10.42

#### Picker/BB/MB
- Unit: Acre
- No. Units: 1
- Price/Unit: 72.06
- Cost/Acre: 72.06
- Cents/Lb: 6.00

#### Owned Land Charge
- Unit: Acre
- No. Units: 1
- Price/Unit: 0.00
- Cost/Acre: 0.00
- Cents/Lb: 0.00

#### Miscellaneous Overhead
- Unit: % of Var Costs
- No. Units: 1
- Price/Unit: 5.0%
- Cost/Acre: $485.35
- Cents/Lb: 20.2

#### Management
- Unit: % of Var Costs
- No. Units: 1
- Price/Unit: 5.0%
- Cost/Acre: $485.35
- Cents/Lb: 20.2

#### Total Fixed Costs
- $309.87
- $25.82

#### Total Cost
- $795.22
- $66.27

#### Net Return
- $74.78
- $6.23

* This does not constitute a recommendation of technologies. These were the technologies most widely planted in GA in 2016.
** Planning or budget price based on futures prices and outlook as of February 2017. Includes adjustments for fiber quality.

Developed by Don Shurley and Amanda Smith
February 2017
Funding support provided by the Georgia Cotton Commission
## New Price

### Fixed Costs Per Year

<table>
<thead>
<tr>
<th>Acres of This Crop</th>
<th>New Price</th>
<th>Fixed Costs Per Year</th>
<th>Fixed Costs Share For This Crop</th>
<th>Repairs and Maintenance</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000</td>
<td>223000</td>
<td>25890 60 43.15 55 330</td>
<td>0.30 14.24 6000 3000 3.30</td>
<td></td>
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<tr>
<td>1,100</td>
<td>186000</td>
<td>21595 60 35.99 65 390</td>
<td>0.39 14.04 4900 3185 3.19</td>
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<tr>
<td>1,200</td>
<td>78000</td>
<td>9056 50 18.11 50 150</td>
<td>0.15 2.72 2000 600 0.60</td>
<td></td>
</tr>
</tbody>
</table>

### Hi-clearance sprayer

- New Price: 195000
- Fixed Costs Per Year: 27632 250 110.53 60 150 0.15 16.58 5300 3180 3.18

### Picker

- New Price: 465000
- Fixed Costs Per Year: 27632 250 110.53 60 150 0.15 16.58 5300 3180 3.18

### Totals

- Fixed Costs Per Year: 148389 111788 111.79 31000 23065 23.07

### Fuel Cost Per Gallon

<table>
<thead>
<tr>
<th>Job or Implement- Size</th>
<th>Total Farm Acres/yr</th>
<th>HP Used</th>
<th>Acres/yr</th>
<th>Fixed Costs Per Year</th>
<th>Fixed Costs This Crop</th>
<th>Repairs and Maintenance</th>
<th>Fuel and Lube</th>
</tr>
</thead>
<tbody>
<tr>
<td>Disk- 30 ft</td>
<td>4000</td>
<td>220</td>
<td>17.0</td>
<td>52000 12.25</td>
<td>6370 50</td>
<td>3.19</td>
<td>1300 655 0.65</td>
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<tr>
<td>Plant- 8 row w/PRE</td>
<td>2000</td>
<td>190</td>
<td>11.5</td>
<td>41000 12.25</td>
<td>5023 50</td>
<td>2.51</td>
<td>1100 550 0.55</td>
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<tr>
<td>Spray 60 ft POST 1</td>
<td>9800</td>
<td>200</td>
<td>40.0</td>
<td>0</td>
<td></td>
<td>0.00</td>
<td>0 0.00</td>
</tr>
<tr>
<td>Spray 60 ft POST 2</td>
<td>9800</td>
<td>200</td>
<td>40.0</td>
<td>0</td>
<td></td>
<td>0.00</td>
<td>0 0.00</td>
</tr>
<tr>
<td>Side dress</td>
<td>1400</td>
<td>190</td>
<td>12.5</td>
<td>17000 12.25</td>
<td>2063 70</td>
<td>1.46</td>
<td>425 298 0.30</td>
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<tr>
<td>Spray- Layby Directed 8 row</td>
<td>1400</td>
<td>190</td>
<td>12.5</td>
<td>12500 12.25</td>
<td>1531 70</td>
<td>0.00</td>
<td>315 221 0.22</td>
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<tr>
<td>Spray 60 ft p/gr</td>
<td>9800</td>
<td>200</td>
<td>40.0</td>
<td>0</td>
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<td>0.00</td>
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</tr>
<tr>
<td>Spray 60 ft insecticide-pgr</td>
<td>9800</td>
<td>200</td>
<td>40.0</td>
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<td></td>
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<tr>
<td>Spray 60 ft defoliate</td>
<td>9800</td>
<td>200</td>
<td>40.0</td>
<td>0</td>
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<td>0.00</td>
<td>0 0.00</td>
</tr>
<tr>
<td>Picker- 8 row</td>
<td>1000</td>
<td>350</td>
<td>5.9</td>
<td>30000 12.25</td>
<td>3675 100</td>
<td>3.68</td>
<td>800 800 0.80</td>
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<tr>
<td>Boll Buggy</td>
<td>1000</td>
<td>190</td>
<td>5.9</td>
<td>30000 12.25</td>
<td>4165 100</td>
<td>4.17</td>
<td>950 950 0.95</td>
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<tr>
<td>Module Builder</td>
<td>1000</td>
<td>110</td>
<td>5.9</td>
<td>34000 12.25</td>
<td>4470 150</td>
<td>4.41</td>
<td>1000 1000 1.00</td>
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<tr>
<td>Disk puller/chopper- 6 row</td>
<td>1000</td>
<td>230</td>
<td>10.5</td>
<td>36000 12.25</td>
<td>4470 150</td>
<td>4.41</td>
<td>1000 1000 1.00</td>
</tr>
</tbody>
</table>

**Total**

- Fixed Costs Per Year: 25621 24.55 7990 5518 5.52 1.205 24.62

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**Acknowledgement**

Thanks to County Extension Agents, UGA Cotton Team, and industry representatives for providing data, input, and review/suggestions.

Thanks to the Georgia Cotton Commission for funding support.

* All acres for the implement including multiple trips over the field. Disking 1,500 acres 2 times would be 3,000 acres total. Spraying 1,500 acres 6 times would be 9,000 acres.

Developed by Don Shurley and Amanda Smith, Department of Agricultural and Applied Economics, University of Georgia.

February 2017