

**Table 8A. Income and Cash Operating Summary; Spring Cantaloupe, 1998**

COUNTY: Yuma	FARM: Yuma Vegetables 98	WATER SOURCE: Yuma County Water	TILLAGE: Double Crop
CROP: Cantaloupes	ACRES: 1.0	IRRIGATION SYSTEM: Flood Furrow	SOIL: Sandy-Loam
AREA: Yuma Valley North	YIELD: 738.0 Ct / Acre	PREVIOUS CROP: Safflower	DATE: 11/27/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Melons	Crtn	738.00	\$6.88	\$5,077.44	\$5,077.44	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					79.63	_____	
Tractor/Self Propelled					46.70	_____	
Irrigation					32.93	_____	
Chemicals and Custom Applications					339.55	_____	
Fertilizer					180.13	_____	
Insecticide					99.41	_____	
Herbicide					50.51	_____	
Other Chemicals					9.50	_____	
Farm Machinery and Vehicles					58.08	_____	
Diesel Fuel					21.67	_____	
Repairs and Maintenance					36.41	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					263.06	_____	
Seed/Transplants					20.06	_____	
Other Services and Rentals					243.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					740.32	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Custom Harvest/Post Harvest					1328.40	_____	
Other Materials					547.60	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					1876.00	_____	
OPERATING OVERHEAD PICKUP USE					7.56	_____	
OPERATING INTEREST AT 10.0%					27.27	_____	
TOTAL CASH OPERATING EXPENSES					\$2,651.14	=====	
RETURNS OVER CASH OPERATING EXPENSES					\$2,426.30	_____	

Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.

\*\* A water assessment charge of \$31.00 per Acre is included as an ownership cost in Table B.

**Table 8B. Allocations of Ownership Costs; Spring Cantaloupe, 1998**

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop  
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Yuma Valley North YIELD: 738.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 11/27/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$6.88 / Ct	\$5,077.44		\$5,077.44	
TOTAL OPERATING EXPENSES	\$2,651.14		\$2,651.14	
RETURN OVER CASH OPERATING EXPENSES		\$2,426.30		\$2,426.30
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	5.65		5.65	
General and Office Overhead (5.0% of Total Operating Exp.)	132.56		132.56	
General Farm Maintenance (3.0% of Total Operating Exp.)	79.53		79.53	
Total Cash Overhead Expenses	217.74		217.74	
Total Cash Operating and Overhead Cost	2,868.88		2,868.88	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$2,208.56		\$2,208.56
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			32.66	
Interest on Equity, Machinery and Vehicles			12.09	
Total Capital Allocations			44.75	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$2,208.56		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$2,163.81
Land Cost / Rent or Lease	435.00		435.00	
Water Assessment	31.00		31.00	
Total Land Costs	466.00		466.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,742.56		
RETURNS TO MANAGEMENT AND RISK ----->				\$1,697.81
Management Services ( 8% of Total Operation Expenses)			212.09	
TOTAL OWNERSHIP COST	683.74		940.58	
TOTAL COST	\$3,334.88		\$3,591.72	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,742.56		
RETURNS TO RISK (PROFITS) ----->				\$1,485.72
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )		\$3.59		\$3.59
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.93		\$1.27
BREAK-EVEN PRICE TO COVER TOTAL COST		\$4.52		\$4.87

**Table 8C. Variable Operating Costs; Spring Cantaloupe, 1998**

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop  
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Yuma Valley North YIELD: 738.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 11/27/98

No.	First Month	Operation	---- Hours * ----		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor Cust/Serv.	Materials	Total	Times			
1	Feb	Disk	0.150	0.167	2.40	1.30			3.71	1.0	3.71	L
2	Feb	Plow	0.450	0.500	6.39	3.90			10.29	2.0	20.59	L
3	Feb	Laser Level	0.450	0.500	5.54	3.90			9.44	0.5	4.72	L
4	Feb	Soil Fertility					3.00		3.00	1.0	3.00	G
5	Feb	Apply Fert/Ground	0.180	0.200	1.78	1.56		52.47	55.80	1.0	55.80	G
6	Feb	Apply Herbicide/Ground	0.225	0.250	2.35	1.95		50.51	54.81	1.0	54.81	G
7	Feb	Incorporate Herbicide	0.225	0.250	3.14	1.95			5.09	1.0	5.09	G
8	Feb	List	0.225	0.250	2.45	1.95			4.40	1.0	4.40	L
9	Mar	Shape Beds	0.180	0.200	2.54	1.56		78.40	82.50	1.0	82.50	L
10	Mar	Plant	0.360	0.400	4.35	3.12		20.06	27.52	1.0	27.52	L
11	Mar	Irrigate		0.667		4.33			4.33	2.0	8.67	G
12	Mar	Irrigate		0.267		1.73			1.73	14.0	24.26	G
13	Mar	Cultivate	0.225	0.250	1.70	1.95			3.65	6.0	21.90	G
14	Mar	Spike Furrows	0.225	0.250	1.64	1.95			3.59	3.0	10.76	G
15	Mar	Apply Fert/Ground	0.257	0.286	3.42	2.23		63.83	69.48	2.0	138.97	G
16	Mar	Thinning					75.00		75.00	1.0	75.00	G
17	Apr	Hand Weeding					75.00		75.00	2.0	150.00	G
18	Apr	Pollinate					15.00		15.00	1.0	15.00	G
19	Apr	Apply Insecticide/Air					4.75	4.61	9.36	2.0	18.72	G
20	May	Apply Insecticide/Air					4.75	7.04	11.79	1.0	11.79	G
21	May	Pick and Load 738 Ct					1143.90	547.60	1691.50	1.0	1691.50	H
22	May	Haul 0						184.50	184.50	1.0	184.50	H
23	Jun	Disk Residue 738 Ct	0.180	0.200	2.85	1.56			4.41	1.0	4.41	L
		Pickup Use30 Mi/Acre	1.000		7.56						7.56	
		Operating Interest at 10.0					27.27				27.27	
TOTAL CASH OPERATING EXPENSES (includes all times over):					66.29	78.98	1612.92	892.95			2651.14	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 \$31.00 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	147.85
Growing (G)	592.46
Harvest (H)	1,876.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	34.83
Total (T)	\$2,651.14

SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)

		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Yields			\$5.16	\$6.19	\$6.88	\$7.57	\$8.60	Break-even Price
- 25%	553.5		675.20	1,246.41	1,627.22	2,008.03	2,579.24	3.94
- 10%	664.2		965.01	1,650.47	2,107.44	2,564.41	3,249.86	3.71
Budgeted	738.0		1,158.22	1,919.84	2,427.58	2,935.33	3,696.94	3.59
+ 10%	811.8		1,351.43	2,189.21	2,747.73	3,306.24	4,144.02	3.50
Break-even Yield			295.59	212.02	178.39	153.97	127.74	

**Table 8D. Resource and Cash Flow Requirements; Spring Cantaloupe, 1998**

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop  
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Yuma Valley North YIELD: 738.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 11/27/98

Month *	Number Irrigations	Water		Operating Costs (\$/ACRE *)						
		Applied (inches)	Total Labor (Hrs)	Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
FEB C			2.37		28.08	31.78	102.98		3.00	165.84
MAR C	5.0	18.0	4.02		17.97	32.15	142.23	20.06	75.00	287.41
APR C	6.0	12.0	2.64		6.62	7.86	68.44		169.75	252.67
MAY C	5.0	10.0	1.83		3.26	5.63	11.65	273.80	673.70	968.04
JUN C			0.20		2.80	1.56		273.80	664.20	942.36
Pickup Use30 Mi/Acre					7.56					7.56
Operating Interest at 10.0									27.27	27.27
Water Assessment				**						
<b>Total</b>	<b>16.0</b>	<b>40.0</b>	<b>11.06</b>		<b>66.29</b>	<b>78.98</b>	<b>325.30</b>	<b>567.66</b>	<b>1612.92</b>	<b>2651.14</b>
<b>%</b>					<b>2.50</b>	<b>2.98</b>	<b>12.27</b>	<b>21.41</b>	<b>60.84</b>	<b>100.00</b>

TOTAL RESOURCE REQUIREMENTS ( per Acre)

Total N 149.6  
 Total P 206.2  
 Total K 31.1  
 Total Labor 11.1  
 Total Water 40.0

TOTAL ENERGY REQUIREMENTS ( per Acre)

Diesel Fuel 28.0 Gal  
 Unleaded Gas 3.0 Gal  
 All Direct Energy 4.3 M BTU

EQUIPMENT REQUIREMENTS ( per Acre)

Bed Shaper, 4 Rw	0.18 Hr	Cultivator, Sweep, 4 Rw	1.35 Hr	Directed Spray Rig, 8	0.22 Hr
Disk-Lister, 4 Rw	0.22 Hr	Drag Scraper, 10'	0.22 Hr	Fertilizer Broadcaster,	0.18 Hr
Fertilizer Injector, 4 Row	0.51 Hr	Furrow Spike, 4 Rw	0.67 Hr	Laser, Complete System	0.22 Hr
Lister, 5 Bottom	0.22 Hr	Moldboard Plow, 4-16 2	0.90 Hr	Offset Disk, 16.5'	0.18 Hr
Offset Disk, 18'	0.15 Hr	Pickup Truck, 1/2 Ton	1.00 Hr	Planter, Drill Type, 4 Row	0.36 Hr
Saddle Tk Sprayer, 2 Tk 8	0.18 Hr	Tractor, 70 PTO HP	2.38 Hr	Tractor, 100 PTO HP	1.37 Hr
Tractor, 125 PTO HP	0.59 Hr	Tractor, 150 PTO HP,	1.05 Hr		

MATERIALS REQUIREMENT ( per Acre)

11-48-00, Dry	300.00 Lb	15-08-04, Lqd	70.00 Ga	Benomyl	2.00 Lb
Bensulide	10.00 Pt	Cantaloupe Cartons	738.00 Ct	Cantaloupe Sd	2.00 Lb
Endosulfan	3.00 Pt	Fenvalerate	2.00 Oz	Imidacloprid	16.00 Oz
Water, District	40.00 Al				

LABOR REQUIREMENT ( per Acre)

Irrigators 5.07 Hr Tractor 5.99 Hr

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

\*\* A water assessment charge of \$31.00 per Acre is included as an ownership cost in Table B.

**Table 8E. Schedule of Operations; Spring Cantaloupe, 1998**

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop  
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Yuma Valley North YIELD: 738.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 11/27/98

First No.	Month	Times	Operation	Equipment/ Custom Oper		Job Rate Acres/Hr	Material Use and Cost				Service Cost \$ / Unit	Labor Type	
				HP	Self-Prop./ Implement		Name	Appl. Rate	\$ / Unit	\$ / Unit			\$ / Unit
1	Feb	1.0	Disk	150	Offset Disk, 18'	6.00						Tractor	
2	Feb	2.0	Plow	150	Moldboard Plow, 4-16 2	2.00						Tractor	
3	Feb	0.5	Laser Level	125	Drag Scraper, 10'	2.00						Tractor	
					Laser, Complete System								
4	Feb	1.0	Soil Fertility	CST	Soil Analysis (Surface)						3.00	Ac	
5	Feb	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	5.00	11-48-00, Dry	300.00	Lb	330.00	Tn	Tractor	
6	Feb	1.0	Apply Herbicide/Ground	100	Directed Spray Rig, 8	4.00	Bensulide	10.00	Pt	38.12	Ga	Tractor	
7	Feb	1.0	Incorporate Herbicide	100	Disk-Lister, 4 Rw	4.00						Tractor	
8	Feb	1.0	List	100	Lister, 5 Bottom	4.00						Tractor	
9	Mar	1.0	Shape Beds	125	Bed Shaper, 4 Rw	5.00	Imidacloprid	16.00	Oz	591.67	Ga	Tractor	
					Saddle Tk Sprayer, 2 Tk 8 Row								
10	Mar	1.0	Plant	70	Planter, Drill Type, 4 Row	2.50	Cantaloupe Sd	2.00	Lb	9.46	Lb	Tractor	
11	Mar	2.0	Irrigate	1.50	Water, District	1.50		6.00	Al	0.00	AF	Irrigators	
12	Mar	14.0	Irrigate	3.75	Water, District	3.75		2.00	Al	0.00	AF	Irrigators	
13	Mar	6.0	Cultivate	70	Cultivator, Sweep, 4 Rw	4.00						Tractor	
14	Mar	3.0	Spike Furrows	70	Furrow Spike, 4 Rw	4.00						Tractor	
15	Mar	2.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.50	15-08-04, Lqd	35.00	Ga	310.00	Tn	Tractor	
16	Mar	1.0	Thinning	CST	Thinning						75.00	Ac	
17	Apr	2.0	Hand Weeding	CST	Hand Weeding						75.00	Ac	
18	Apr	1.0	Pollinate	CST	Bee Hive Rental						15.00	Ac	
19	Apr	2.0	Apply Insecticide/Air	CST	Air Spray, 5 Gal Mix		Benomyl	1.00	Lb	17.35	Lb	4.75	Ac
							Endosulfan	1.00	Pt	34.80	Ga		
20	May	1.0	Apply Insecticide/Air	CST	Air Spray, 5 Gal Mix		Endosulfan	1.00	Pt	34.80	Ga	4.75	Ac
							Fenvalerate	2.00	Oz	146.61	Ga		
21	May	1.0	Pick and Load	CST	Cut & Load Melons		Cantaloupe Cartons	738.00	Ct	0.70	Ct	1.55	Ct
22	May	1.0	Haul	CST	Haul Melons							0.25	Ct
23	Jun	1.0	Disk Residue	125	Offset Disk, 16.5'	5.00							Tractor
			Pickup use 30 Mi/Ac	Pickup	Truck, 1/2 Ton	1.00							

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