

**Table 14A. Income and Cash Operating Summary; Fall Cantaloupe, 1998**

COUNTY: Pinal                      FARM: Pinal Vegetables 98                      WATER SOURCE: Maricopa-Stanfield Irrig.                      TILLAGE: Double Crop  
 CROP: Cantaloupes                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Maricopa                      YIELD: 167.0 Ct / Acre                      PREVIOUS CROP: Wheat, Winter                      DATE: 11/12/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Melons	Crtn	167.00	\$18.77	\$3,134.59	\$3,134.59	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					84.14	_____	
Tractor/Self Propelled					45.00	_____	
Irrigation					36.41	_____	
Other/ Contract					2.73	_____	
Chemicals and Custom Applications					303.03	_____	
Fertilizer					105.36	_____	
Insecticide					147.16	_____	
Herbicide					50.51	_____	
Farm Machinery and Vehicles					51.70	_____	
Diesel Fuel					18.41	_____	
Repairs and Maintenance					33.28	_____	
Irrigation Water (excluding labor)					120.00	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					189.04	_____	
Seed/Transplants					15.04	_____	
Other Serv. and Rentals					174.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					747.91	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Custom Harvest/Post Harvest					300.60	_____	
Other Materials					123.91	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					424.51	_____	
OPERATING OVERHEAD PICKUP USE					7.71	_____	
OPERATING INTEREST AT10.0%					9.44	_____	
TOTAL CASH OPERATING EXPENSES					\$1,189.57	=====	
RETURNS OVER CASH OPERATING EXPENSES					\$1,945.02	=====	

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

\*\* A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

**Table 14B. Allocations of Ownership Costs; Fall Cantaloupe, 1998**

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop  
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 167.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/12/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$18.77 / Ct	\$3,134.59		\$3,134.59	
TOTAL OPERATING EXPENSES	\$1,189.57		\$1,189.57	
RETURN OVER CASH OPERATING EXPENSES		\$1,945.02		\$1,945.02
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	4.96		4.96	
General and Office Overhead (5.0% of Total Operating Exp.)	59.48		59.48	
General Farm Maintenance (3.0% of Total Operating Exp.)	35.69		35.69	
Total Cash Overhead Expenses	100.13		100.13	
Total Cash Operating and Overhead Cost	1,289.70		1,289.70	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$1,844.89		\$1,844.89
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			28.93	
Interest on Equity, Machinery and Vehicles			12.15	
Total Capital Allocations			41.08	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$1,844.89		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$1,803.81
Land Cost / Ownership (100% Equity)				
Property Taxes (\$447.00 X 16.0% X 0.169)	6.08		6.08	
Opportunity Interest on Land ( 100% X 6.0 X \$447.00)			13.41	
Water Assessment	12.50		12.50	
Total Land Costs	18.58		31.99	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,826.31		
RETURNS TO MANAGEMENT AND RISK ----->				\$1,771.83
Management Services ( 8% of Total Operation Expenses)			95.17	
TOTAL OWNERSHIP COST	118.70		268.36	
TOTAL COST	\$1,308.28		\$1,457.93	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,826.31		
RETURNS TO RISK (PROFITS) ----->				\$1,676.66
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )		\$7.12		\$7.12
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.71		\$1.61
BREAK-EVEN PRICE TO COVER TOTAL COST		\$7.83		\$8.73

**Table 14C. Variable Operating Costs; Fall Cantaloupe, 1998**

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop  
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 167.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/12/98

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	Jun	Rip	0.225	0.250	3.44	2.05			5.49	0.5	2.74	L
2	Jun	Disk	0.150	0.167	2.83	1.37			4.19	2.0	8.39	L
3	Jun	Plow	0.450	0.500	7.66	4.09			11.75	1.0	11.75	L
4	Jun	Laser Level	0.450	0.500	6.91	4.09			11.01	0.5	5.50	L
5	Jun	Soil Fertility					3.00		3.00	1.0	3.00	G
6	Jun	Apply Fert/Ground	0.180	0.200	1.76	1.64		34.98	38.38	1.0	38.38	G
7	Jun	List	0.225	0.250	2.43	2.05			4.48	1.0	4.48	L
8	Jul	Plant	0.360	0.800	5.72	7.09		15.04	27.85	1.0	27.85	L
9	Jul	Apply Herbicide/Ground	0.225	0.250	1.54	2.05		50.51	54.10	1.0	54.10	G
10	Jul	Apply Insect./Ground	0.180	0.200	1.19	1.64		24.50	27.33	1.0	27.33	G
11	Jul	Buck Rows	0.045	0.050	0.26	0.41			0.67	5.0	3.36	G
12	Jul	Irrigate		0.667		4.55		15.00	19.55	7.0	136.86	G
13	Jul	Cultivate	0.225	0.250	1.53	2.05			3.57	9.0	32.17	G
14	Jul	Plant Fertility					6.00		6.00	1.0	6.00	G
15	Jul	Irrigate/Run Fertilizer		0.667		4.55		45.42	49.97	1.0	49.97	G
16	Jul	Thinning					75.00		75.00	1.0	75.00	G
17	Aug	Apply Insecticide/Air					4.75	56.58	61.33	2.0	122.66	G
18	Aug	Hand Weeding					75.00		75.00	1.0	75.00	G
19	Aug	Apply Fert/Ground	0.257	0.286	3.40	2.34		39.96	45.71	1.0	45.71	G
20	Aug	Pollinate					15.00		15.00	1.0	15.00	G
21	Sep	Pick and Load 167 Ct					258.85	123.91	382.76	1.0	382.76	H
22	Sep	Haul, Custom 167 Ct						41.75	41.75	1.0	41.75	H
23	Sep	Disk Residue 167 Ct	0.180	0.200	3.21	1.64			4.84	1.0	4.84	L
		Pickup Use30 Mi/Acre	1.000		7.71						7.71	
		Operating Interest at 10.0					9.44				9.44	
TOTAL CASH OPERATING EXPENSES (includes all times over):					60.51	85.22	493.54	552.49			1189.57	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 \$12.50 per Acre is included as an ownership cost in Table B.

**OPERATING COST SUMMARY BY CLASS**

Land Preparation (L)	64.48
Growing (G)	683.43
Harvest (H)	424.51
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	17.15
Total (T)	\$1,189.57

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

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%		
Yields	\$14.08	\$16.89	\$18.77	\$20.65	\$23.46	Break-even Price	
- 25%	125.3	678.68	1,031.32	1,266.42	1,501.51	1,854.15	8.66
- 10%	150.3	967.65	1,390.82	1,672.93	1,955.04	2,378.21	7.64
Budgeted	167.0	1,160.29	1,630.48	1,943.94	2,257.40	2,727.58	7.13
+ 10%	183.7	1,352.93	1,870.14	2,214.94	2,559.75	3,076.96	6.71
Break-even Yield		66.42	53.39	47.21	42.32	36.62	

**Table 14D. Resource and Cash Flow Requirements; Fall Cantaloupe, 1998**

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop  
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 167.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/12/98

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
JUN C			1.66		28.45	27.17	34.98		3.00	93.60
JUL C	4.0	20.0	4.77	60.00	14.63	33.13	103.25	15.04	81.00	307.05
AUG C	4.0	20.0	3.85	60.00	5.09	19.08	96.54		94.75	275.46
SEP C			0.95		4.63	5.84	56.58	123.91	305.35	496.46
Pickup Use30 Mi/Acre					7.71					7.71
Operating Interest at 10.0 Water Assessment				**					9.44	9.44
<b>Total</b>	<b>8.0</b>	<b>40.0</b>	<b>11.23</b>	<b>120.00</b>	<b>60.51</b>	<b>85.22</b>	<b>291.35</b>	<b>138.95</b>	<b>493.54</b>	<b>1189.57</b>
<b>%</b>				<b>10.09</b>	<b>5.09</b>	<b>7.16</b>	<b>24.49</b>	<b>11.68</b>	<b>41.49</b>	<b>100.00</b>

TOTAL RESOURCE REQUIREMENTS ( per Acre)		TOTAL ENERGY REQUIREMENTS ( per Acre)	
Total N	158.2	Diesel Fuel	24.2 Gal
Total P	126.0	Regular Gas	Gal
Total K	15.0	Unleaded Gas	3.0 Gal
Total Labor	11.2	Electric / Pumping	KWH
Total Water	40.0	Nat Gas/Pumping	Therms
		LP Gas/ Pumping	Gal
		All Direct Energy	3.7 M BTU

EQUIPMENT REQUIREMENTS ( per Acre)			
Bed Shaper, 4 Rw	0.36 Hr	Cultivator, Sweep, 4 Rw	2.02 Hr
Drag Scraper, 14'	0.22 Hr	Fertilizer Broadcaster,	0.18 Hr
Laser Trailer	0.22 Hr	Laser, Complete System	0.22 Hr
Moldboard Plow, 4-16 2	0.45 Hr	Offset Disk, 16.5'	0.18 Hr
Pickup Truck, 1/2 Ton	1.00 Hr	Planter, Drill Type, 4 Row	0.36 Hr
Saddle Tk Sprayer, 2 Tk 8	0.22 Hr	Tractor, 60 PTO HP	2.65 Hr
Tractor, 150 PTO HP	1.27 Hr	V-Ripper, 5 Shnk	0.11 Hr
		Directed Spray Rig, 8	0.18 Hr
		Fertilizer Injector, 4 Row	0.26 Hr
		Lister, 5 Bottom	0.22 Hr
		Offset Disk, 18'	0.30 Hr
		Rowbuck, 10'	0.23 Hr
		Tractor, 100 PTO HP	1.02 Hr

MATERIALS REQUIREMENT ( per Acre)			
10-10-05, Lqd	30.00 Ga	11-48-00, Dry	200.00 Lb
Abamectin	10.00 Oz	Bensulide	10.00 Pt
Cantaloupe Cartons	167.00 Ct	Cantaloupe Sd	1.50 Lb
Imidacloprid	5.00 Oz	Water, District	40.00 Al
		32-00-00, URAN 32, Lqd	30.00 Ga
		Bifenthrin	10.00 Oz
		Endosulfan	2.00 Pt

LABOR REQUIREMENT ( per Acre)			
Irrigators	5.34 Hr	Other	0.40 Hr
		Tractor	5.49 Hr

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

\*\* A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

**Table 14E. Schedule of Operations; Fall Cantaloupe, 1998**

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop  
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 167.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/12/98

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		
1	Jun	0.5	Rip	150	V-Ripper, 5 Shnk	4.00						Tractor
2	Jun	2.0	Disk	150	Offset Disk, 18'	6.00						Tractor
3	Jun	1.0	Plow	150	Moldboard Plow, 4-16 2	2.00						Tractor
4	Jun	0.5	Laser Level	150	Drag Scraper, 14' Laser, Complete System Laser Trailer	2.00						Tractor
5	Jun	1.0	Soil Fertility	CST	Soil Analysis (Surface)						3.00 Ac	
6	Jun	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	5.00	11-48-00, Dry	200.00	Lb	330.00	Tn	Tractor
7	Jun	1.0	List	100	Lister, 5 Bottom	4.00						Tractor
8	Jul	1.0	Plant	100	Planter, Drill Type, 4 Row Bed Shaper, 4 Rw	2.50	Cantaloupe Sd	1.50	Lb	9.46	Lb	Tractor Other
9	Jul	1.0	Apply Herbicide/Ground	60	Saddle Tk Sprayer, 2 Tk 8	4.00	Bensulide	10.00	Pt	38.12	Ga	Tractor
10	Jul	1.0	Apply Insect./Ground	60	Directed Spray Rig, 8 Row	5.00	Imidacloprid	5.00	Oz	591.67	Ga	Tractor
11	Jul	5.0	Buck Rows	60	Rowbuck, 10'	20.00						Tractor
12	Jul	7.0	Irrigate	1.50	Water, District	1.50		5.00	Al	36.00	AF	Irrigators
13	Jul	9.0	Cultivate	60	Cultivator, Sweep, 4 Rw	4.00						Tractor
14	Jul	1.0	Plant Fertility	CST	Plant Tissue Anal.(Petiole)						6.00 Ac	
15	Jul	1.0	Irrigate/Run Fertilizer	1.50	Water, District 32-00-00, URAN 32,	1.50		5.00	Al	36.00	AF	Irrigators
								30.00	Ga	173.00	Tn	
16	Jul	1.0	Thinning	CST	Thinning						75.00 Ac	
17	Aug	2.0	Apply Insecticide/Air	CST	Air Spray, 5 Gal Mix		Bifenthrin	5.00	Oz	549.00	Ga	4.75 Ac
							Endosulfan	1.00	Pt	34.80	Ga	
							Abamectin	5.00	Oz	706.00	Ga	
18	Aug	1.0	Hand Weeding	CST	Hand Weeding						75.00 Ac	
19	Aug	1.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.50	10-10-05, Lqd	30.00	Ga	251.33	Tn	Tractor
20	Aug	1.0	Pollinate	CST	Bee Hive Rental						15.00 Ac	
21	Sep	1.0	Pick and Load	CST	Cut & Load Melons		Cantaloupe Cartons	167.00	Ct	0.70	Ct	1.55 Ct
22	Sep	1.0	Haul, Custom	CST	Haul Melons						0.25 Ct	
23	Sep	1.0	Disk Residue	150	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.