

**Table 7A. Income and Cash Operating Summary; Fall Honeydews, 1998**

COUNTY: Maricopa                      FARM: Maricopa Veg 98                      WATER SOURCE: Salt River Project                      TILLAGE: Double Crop  
 CROP: Honeydew Melons                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Salt River Project                      YIELD: 521.0 Ct / Acre                      PREVIOUS CROP: Wheat, Winter                      DATE: 12/10/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Melons	Crtn	521.00	\$6.72	\$3,501.12	\$3,501.12	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)						109.49	_____
Tractor/Self Propelled					53.57		_____
Irrigation					52.02		_____
Other/ Contract					3.90		_____
Chemicals and Custom Applications						301.30	_____
Fertilizer					105.12		_____
Insecticide					145.79		_____
Herbicide					50.39		_____
Farm Machinery and Vehicles						44.49	_____
Diesel Fuel					18.20		_____
Repairs and Maintenance					26.29		_____
Water Assessment (See Note Below) **							_____
Other Purchased Inputs &						206.15	_____
Seed/Transplants					32.15		_____
Other Services and Rentals					174.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES						661.43	_____
CASH HARVEST AND POST HARVEST EXPENSES							
Custom Harvest/Post Harvest						937.80	_____
Other Materials						743.79	_____
TOTAL HARVEST AND POST HARVEST EXPENSE						1681.59	_____
OPERATING OVERHEAD PICKUP USE						7.64	_____
OPERATING INTEREST AT 10.0%						8.43	_____
TOTAL CASH OPERATING EXPENSES						\$2,359.10	=====
RETURNS OVER CASH OPERATING EXPENSES						\$1,142.02	_____

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

\*\* A water assessment charge of \$10.00 per Acre is included as an ownership cost in Table B.

**Table 7B. Allocations of Ownership Costs; Fall Honeydews, 1998**

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project  
 CROP: Honeydew Melons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow  
 AREA: Salt River Project YIELD: 521.0 Ct / Acre PREVIOUS CROP: Wheat, Winter

TILLAGE: Double Crop  
 SOIL: Sandy-Loam  
 DATE: 12/10/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$6.72 / Ct	\$3,501.12		\$3,501.12	
TOTAL OPERATING EXPENSES	\$2,359.10		\$2,359.10	
RETURN OVER CASH OPERATING EXPENSES		\$1,142.02		\$1,142.02
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	5.14		5.14	
General and Office Overhead (5.0% of Total Operating Exp.)	117.95		117.95	
General Farm Maintenance (3.0% of Total Operating Exp.)	70.77		70.77	
Total Cash Overhead Expenses	193.86		193.86	
Total Cash Operating and Overhead Cost	2,552.96		2,552.96	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$948.16		\$948.16
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			27.98	
Interest on Equity, Machinery and Vehicles			12.16	
Total Capital Allocations			40.15	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$948.16		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$908.01
Land Cost / Ownership (100% Equity)				
Property Taxes (\$619.00 X 16.0% X 0.141)	6.99		6.99	
Opportunity Interest on Land (100% X 6.0 X \$619.00)			18.57	
Water Assessment	10.00		10.00	
Total Land Costs	16.99		35.56	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$931.17		
RETURNS TO MANAGEMENT AND RISK ----->				\$872.45
Management Services (8% of Total Operation Expenses)			188.73	
TOTAL OWNERSHIP COST	210.86		458.30	
TOTAL COST	\$2,569.95		\$2,817.40	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$931.17		
RETURNS TO RISK (PROFITS) ----->				\$683.72
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )		\$4.53		\$4.53
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.40		\$0.88
BREAK-EVEN PRICE TO COVER TOTAL COST		\$4.93		\$5.41

**Table 7C. Variable Operating Costs; Fall Honeydews, 1998**

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop  
 CROP: Honeydew Melons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 521.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 12/10/98

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	2.86	2.44			5.30	0.5	2.65	L
2	Jun	Disk	0.150	0.167	2.44	1.63			4.07	2.0	8.14	L
3	Jun	Plow	0.450	0.500	6.51	4.87			11.38	1.0	11.38	L
4	Jun	Laser Level	0.450	0.500	5.55	4.87			10.42	0.5	5.21	L
5	Jun	Soil Fertility					3.00		3.00	1.0	3.00	G
6	Jun	Apply Fert/Ground	0.180	0.200	1.43	1.95		34.90	38.28	1.0	38.28	G
7	Jun	List	0.225	0.250	2.02	2.44			4.46	1.0	4.46	L
8	Jul	Plant	0.360	0.800	5.06	7.80		32.15	45.01	1.0	45.01	L
9	Jul	Apply Herbicide/Ground	0.225	0.250	1.20	2.44		50.39	54.03	1.0	54.03	G
10	Jul	Apply Insect./Ground	0.180	0.200	0.92	1.95		24.44	27.31	1.0	27.31	G
11	Jul	Buck Rows	0.045	0.050	0.19	0.49			0.68	5.0	3.41	G
12	Jul	Irrigate		0.667		6.50			6.50	7.0	45.52	G
13	Jul	Cultivate	0.225	0.250	1.50	2.44			3.93	9.0	35.40	G
14	Jul	Plant Fertility					6.00		6.00	1.0	6.00	G
15	Jul	Irrigate/Run Fertilizer		0.667		6.50		30.35	36.85	1.0	36.85	G
16	Jul	Thinning					75.00		75.00	1.0	75.00	G
17	Aug	Apply Insecticide/Air					4.23	56.45	60.68	2.0	121.35	G
18	Aug	Hand Weeding					75.00		75.00	1.0	75.00	G
19	Aug	Apply Fert/Ground	0.257	0.286	2.93	2.79		39.87	45.59	1.0	45.59	G
20	Aug	Pollinate					15.00		15.00	1.0	15.00	G
21	Sep	Pick and Load 521 Ct					807.55	743.79	1551.34	1.0	1551.34	H
22	Sep	Haul, Custom 521 Ct					130.25		130.25	1.0	130.25	H
23	Sep	Disk Residue 521 Ct	0.180	0.200	1.94	1.95			3.89	1.0	3.89	L
		Pickup Use30 Mi/Acre	1.000		7.64						7.64	
		Operating Interest at 10.0					8.43				8.43	
TOTAL CASH OPERATING EXPENSES (includes all times over):					52.66	108.96	1128.69	1068.79			2359.10	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 \$10.00 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	80.74
Growing (G)	580.70
Harvest (H)	1,681.59
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	16.07
Total (T)	\$2,359.10

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

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price
Yields	\$5.04	\$6.05	\$6.72	\$7.39	\$8.40	
- 25%	390.8	29.65	423.53	686.11	948.70	1,342.57
- 10%	468.9	171.29	643.94	959.04	1,274.14	1,746.79
Budgeted	521.0	265.71	790.88	1,140.99	1,491.11	2,016.27
+ 10%	573.1	360.14	937.82	1,322.95	1,708.07	2,285.76
Break-even Yield		374.39	240.58	194.29	162.94	131.18

**Table 7D. Resource and Cash Flow Requirements; Fall Honeydews, 1998**

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop  
 CROP: Honeydew Melons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 521.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 12/10/98

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		20.28	33.50	34.90		3.00	91.73
JUL C	4.0	20.0	4.77		12.79	43.46	105.18	32.15	81.00	274.58
AUG C	4.0	20.0	3.85		8.60	27.56	96.31		94.23	226.70
SEP C			0.95		3.36	4.39	56.45	743.79	942.03	1750.02
Pickup Use30 Mi/Acre					7.64					7.64
Operating Interest at 10.0 Water Assessment				**					8.43	8.43
<b>Total</b>	<b>8.0</b>	<b>40.0</b>	<b>11.23</b>		<b>52.66</b>	<b>108.96</b>	<b>292.84</b>	<b>775.94</b>	<b>1128.69</b>	<b>2359.10</b>
<b>%</b>					<b>2.23</b>	<b>4.62</b>	<b>12.41</b>	<b>32.89</b>	<b>47.84</b>	<b>100.00</b>

TOTAL RESOURCE REQUIREMENTS ( per Acre)

Total N 158.2  
 Total P 126.0  
 Total K 15.0  
 Total Labor 11.2  
 Total Water 40.0

TOTAL ENERGY REQUIREMENTS ( per Acre)

Diesel Fuel 22.5 Gal  
 Unleaded Gas 3.0 Gal  
 All Direct Energy 3.5 M BTU

EQUIPMENT REQUIREMENTS ( per Acre)

Bed Shaper, 4 Rw	0.36 Hr	Cultivator, Sweep, 4 Rw	2.02 Hr	Directed Spray Rig, 8	0.18 Hr
Drag Scraper, 14'	0.22 Hr	Fertilizer Broadcaster,	0.18 Hr	Fertilizer Injector, 4 Row	0.26 Hr
Laser, Complete System	0.22 Hr	Lister, 5 Bottom	0.22 Hr	Moldboard Plow, 4-16 2	0.45 Hr
Offset Disk, 13.5'	0.18 Hr	Offset Disk, 18'	0.30 Hr	Pickup Truck, 1/2 Ton	1.00 Hr
Planter, Drill Type, 4 Row	0.36 Hr	Rowbuck, 10'	0.23 Hr	Saddle Tk Sprayer, 2 Tk 8	0.22 Hr
Tractor, 50 PTO HP,	0.63 Hr	Tractor, 70 PTO HP,	2.02 Hr	Tractor, 100 PTO HP,	1.20 Hr
Tractor, 150 PTO HP,	1.09 Hr	V-Ripper, 5 Shnk	0.11 Hr		

MATERIALS REQUIREMENT ( per Acre)

10-10-05, Lqd	30.00 Ga	11-48-00, Dry	200.00 Lb	32-00-00, URAN 32, Lqd	30.00 Ga
Abamectin	10.00 Oz	Bensulide	10.00 Pt	Bifenthrin	10.00 Oz
Endosulfan	2.00 Pt	Honeydew Seeds	1.50 Th	Imidacloprid	5.00 Oz
Water, Pump	40.00 Al	Waxed Cartons	521.00 Ct		

LABOR REQUIREMENT ( per Acre)

Irrigators	5.34 Hr	Other	0.40 Hr	Tractor	5.49 Hr
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\*NOTE: P = Previous Year C = Current Year N = Next Year

\*\* A water assessment charge of \$10.00 per Acre is included as an ownership cost in Table B.

**Table 7E. Schedule of Operations; Fall Honeydews, 1998**

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop  
 CROP: Honeydew Melons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 521.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 12/10/98

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			
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'	2.00						Tractor
					Laser, Complete System							
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	2.50	Honeydew Seeds	1.50	Th	20.27	Th	Tractor
					Bed Shaper, 4 Rw							Other
9	Jul	1.0	Apply Herbicide/Ground	50	Saddle Tk Sprayer, 2 Tk 8	4.00	Bensulide	10.00	Pt	38.12	Ga	Tractor
10	Jul	1.0	Apply Insect./Ground	50	Directed Spray Rig, 8 Row	5.00	Imidacloprid	5.00	Oz	591.67	Ga	Tractor
11	Jul	5.0	Buck Rows	50	Rowbuck, 10'	20.00						Tractor
12	Jul	7.0	Irrigate			1.50	Water, Pump	5.00	Al	0.00	AF	Irrigators
13	Jul	9.0	Cultivate	70	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, Pump	5.00	Al	0.00	AF	Irrigators
							32-00-00, URAN 32,	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, 3 Gal Mix		Bifenthrin	5.00	Oz	549.00	Ga	4.23 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		Waxed Cartons	521.00	Ct	1.35	Ct	1.55 Ct
22	Sep	1.0	Haul, Custom		CST Haul Melons							0.25 Ct
23	Sep	1.0	Disk Residue	100	Offset Disk, 13.5'	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.

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