

**Table 4A. Income and Cash Operating Summary; Pumpkins, 2001**

COUNTY: Cochise                      FARM: Southern AZ Veg                      WATER SOURCE: Ks Settlement, NG                      TILLAGE: Conventional  
 CROP: Pumpkins                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Kansas Settlement                      YIELD: 10.0 Tn / Acre                      PREVIOUS CROP: Wheat, Durum                      DATE: 10/8/01

| Item   | Unit | Quantity | Price/<br>Unit | Budgeted<br>/Acre | Total<br>/Acre | Your Farm<br>Budget |
|--|------|----------|----------------|-------------------|----------------|---------------------|
| INCOME -> Pumpkins   | Ton  | 10.00    | \$102.00       | \$1,020.00        | \$1,020.00     | _____               |
| CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax) |      |          |                |                   |                |                     |
| Paid Labor (including benefits)                                  |      |          |                |                   | 57.59          | _____               |
| Tractor/Self Propelled   |      |          |                | 28.66             |                | _____               |
| Irrigation   |      |          |                | 28.93             |                | _____               |
| Chemicals and Custom Applications                                |      |          |                |                   | 120.10         | _____               |
| Fertilizer   |      |          |                | 57.97             |                | _____               |
| Insecticide  |      |          |                | 30.40             |                | _____               |
| Herbicide  |      |          |                | 3.29              |                | _____               |
| Other Chemicals  |      |          |                | 28.44             |                | _____               |
| Farm Machinery and Vehicles                                      |      |          |                |                   | 38.18          | _____               |
| Diesel Fuel  |      |          |                | 16.39             |                | _____               |
| Repairs and Maintenance  |      |          |                | 21.79             |                | _____               |
| Irrigation Water (excluding labor)                               |      |          |                |                   | 166.16         | _____               |
| Natural Gas/Pumping  |      |          |                | 144.71            |                | _____               |
| Repairs and Maintenance  |      |          |                | 21.45             |                | _____               |
| Water Assessment (See Note Below) **                             |      |          |                |                   |                | _____               |
| Other Purchased Inputs & Seed/Transplants                        |      |          |                | 272.65            | 272.65         | _____               |
| TOTAL CASH LAND PREPARATION AND GROWING EXPENSES                 |      |          |                |                   | 654.68         | _____               |
| CASH HARVEST AND POST HARVEST EXPENSES                           |      |          |                |                   |                |                     |
| Paid Labor (including benefits)                                  |      |          |                |                   | 144.89         | _____               |
| Tractor/Self Propelled   |      |          |                | 52.86             |                | _____               |
| Other/Contract   |      |          |                | 92.03             |                | _____               |
| Farm Machinery and Vehicles                                      |      |          |                |                   | 53.18          | _____               |
| Diesel Fuel  |      |          |                | 19.23             |                | _____               |
| Repairs and Maintenance  |      |          |                | 33.95             |                | _____               |
| TOTAL HARVEST AND POST HARVEST EXPENSE                           |      |          |                |                   | 198.07         | _____               |
| OPERATING OVERHEAD -> PICKUP USE                                 |      |          |                |                   | 5.08           | _____               |
| OPERATING INTEREST AT 10.0%                                      |      |          |                |                   | 16.27          | _____               |
| TOTAL CASH OPERATING EXPENSES                                    |      |          |                |                   | \$874.11       | _____               |
| RETURNS OVER CASH OPERATING EXPENSES                             |      |          |                |                   | \$145.89       | _____               |

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

**Table 4B. Allocations of Ownership Costs; Pumpkins, 2001**

COUNTY: Cochise                      FARM: Southern AZ Veg                      WATER SOURCE: Ks Settlement, NG                      TILLAGE: Conventional  
 CROP: Pumpkins                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Kansas Settlement                      YIELD: 10.0 Tn / Acre                      PREVIOUS CROP: Wheat, Durum                      DATE: 10/8/01

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| Item  | -- CASH COST BASIS (\$/ACRE) -- |             | -- TOTAL COST BASIS (\$/ACRE) -- |             |
|---|---------------------------------|-------------|----------------------------------|-------------|
|   | Income and Costs                | Net Returns | Income and Costs                 | Net Returns |
| TOTAL INCOME at \$102.00 / Tn                             | \$1,020.00                      |             | \$1,020.00                       |             |
| TOTAL OPERATING EXPENSES                                  | \$874.11                        |             | \$874.11                         |             |
| RETURN OVER CASH OPERATING EXPENSES                       |                                 | \$145.89    |                                  | \$145.89    |
| CASH OVERHEAD EXPENSES                                    |                                 |             |                                  |             |
| Taxes, Housing and Insurance, Farm Machinery              | 6.76                            |             | 6.76                             |             |
| Wells and Irrigation System                               | 12.65                           |             | 12.65                            |             |
| General and Office Overhead (5.0%of Total Operating Exp.) | 43.71                           |             | 43.71                            |             |
| General Farm Maintenance (3.0% of Total Operating Exp.)   | 26.22                           |             | 26.22                            |             |
| Total Cash Overhead Expenses                              | 89.34                           |             | 89.34                            |             |
| Total Cash Operating and Overhead Cost                    | 963.45                          |             | 963.45                           |             |
| RETURNS OVER CASH OPER. AND OVER. EXPENSES                |                                 | \$56.55     |                                  | \$56.55     |
| CAPITAL ALLOCATIONS (100% Equity)                         |                                 |             |                                  |             |
| Capital Replacement, Machinery and Vehicles               |                                 |             | 44.68                            |             |
| Wells and Irrigation System                               |                                 |             | 47.08                            |             |
| Interest on Equity, Machinery and Vehicles                |                                 |             | 21.00                            |             |
| Wells and Irrigation System                               |                                 |             | 24.00                            |             |
| Total Capital Allocations                                 |                                 |             | 136.77                           |             |
| RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->      |                                 | \$56.55     |                                  |             |
| RETURNS TO LAND, MANAGEMENT AND RISK ----->               |                                 |             |                                  | (\$80.21)   |
| Land Cost / Rent or Lease                                 | 75.00                           |             | 75.00                            |             |
| Total Land Costs  | 75.00                           |             | 75.00                            |             |
| RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->            |                                 | (\$18.45)   |                                  |             |
| RETURNS TO MANAGEMENT AND RISK ----->                     |                                 |             |                                  | (\$155.21)  |
| Management Services (8% of Total Operation Expenses)      |                                 |             | 69.93                            |             |
| TOTAL OWNERSHIP COST                                      | 164.34                          |             | 371.03                           |             |
| TOTAL COST  | \$1,038.45                      |             | \$1,245.14                       |             |
| RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->            |                                 | (\$18.45)   |                                  |             |
| RETURNS TO RISK (PROFITS) ----->                          |                                 |             |                                  | (\$225.14)  |
| Item  | -- CASH COST BASIS (\$/ACRE) -- |             | -- TOTAL COST BASIS (\$/ACRE) -- |             |
|   | Income and Costs                | Net Returns | Income and Costs                 | Net Returns |
| BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )       |                                 | \$87.41     |                                  | \$87.41     |
| BREAK-EVEN PRICE TO COVER OWNERSHIP COST                  |                                 | \$16.43     |                                  | \$37.10     |
| BREAK-EVEN PRICE TO COVER TOTAL COST                      |                                 | \$103.84    |                                  | \$124.51    |

**Table 4C. Variable Operating Costs; Pumpkins, 2001**

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional  
 CROP: Pumpkins ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Kansas Settlement YIELD: 10.0 Tn / Acre PREVIOUS CROP: Wheat, Durum DATE: 10/8/01

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| No.  | First Month | Operation                  | ---- Hours * ---- |       | ---- Operating Costs (\$/ACRE *) Per Operation ---- |       |            |           |        | Tot. Cash Expenses | Class  |       |
|--|-------------|----------------------------|-------------------|-------|---|-------|------------|-----------|--------|--------------------|--------|-------|
|  |             |                            | Machine           | Labor | Fuel/Rps.   | Labor | Cust/Serv. | Materials | Total  |                    |        | Times |
| 1  | Apr         | Disk                       | 0.225             | 0.250 | 3.75  | 2.19  |            |           | 5.95   | 2.0                | 11.89  | L     |
| 2  | Apr         | Apply Fert/Ground          | 0.075             | 0.083 | 1.00  | 0.73  |            | 30.07     | 31.79  | 1.0                | 31.79  | G     |
| 3  | Apr         | Laser Level                | 0.900             | 1.000 | 11.81   | 8.77  |            |           | 20.59  | 0.3                | 6.18   | L     |
| 4  | Apr         | Landplane                  | 0.225             | 0.250 | 2.59  | 2.19  |            |           | 4.78   | 0.5                | 2.39   | L     |
| 5  | May         | List                       | 0.180             | 0.200 | 2.58  | 1.75  |            |           | 4.33   | 1.0                | 4.33   | L     |
| 6  | May         | Buck Rows                  | 0.023             | 0.025 | 0.23  | 0.22  |            |           | 0.45   | 3.0                | 1.35   | G     |
| 7  | May         | Preirrigate                |                   | 0.565 | 23.74   | 4.33  |            |           | 28.07  | 1.0                | 28.07  | G     |
| 8  | May         | Scratch                    | 0.180             | 0.200 | 1.83  | 1.75  |            |           | 3.59   | 1.0                | 3.59   | G     |
| 9  | Jun         | Plant                      | 0.225             | 0.250 | 2.59  | 2.19  |            | 272.65    | 277.44 | 1.0                | 277.44 | L     |
| 10   | Jun         | Apply Insect./Ground       | 0.112             | 0.125 | 1.25  | 1.10  |            | 30.40     | 32.75  | 1.0                | 32.75  | G     |
| 11   | Jun         | Remove Cap                 | 0.150             | 0.167 | 1.53  | 1.47  |            |           | 2.99   | 1.0                | 2.99   | G     |
| 12   | Jun         | Cult/Spread Herbicide      | 0.225             | 0.250 | 2.94  | 2.19  |            | 3.29      | 8.43   | 1.0                | 8.43   | G     |
| 13   | Jun         | Irrigate                   |                   | 0.424 | 15.82   | 3.25  |            |           | 19.08  | 2.0                | 38.15  | G     |
| 14   | Jun         | Disk Ends                  | 0.023             | 0.025 | 0.30  | 0.22  |            |           | 0.52   | 3.0                | 1.56   | G     |
| 15   | Jul         | Cultivate                  | 0.300             | 0.333 | 3.37  | 2.92  |            |           | 6.29   | 1.0                | 6.29   | G     |
| 16   | Jul         | Irrigate                   |                   | 0.337 | 15.82   | 2.58  |            |           | 18.41  | 6.0                | 110.46 | G     |
| 17   | Jul         | Irrigate/Run Fertilizer    |                   | 0.337 | 15.82   | 2.58  |            | 27.90     | 46.31  | 1.0                | 46.31  | G     |
| 18   | Aug         | Apply Fungicide/Ground     | 0.150             | 0.167 | 1.70  | 1.47  |            | 14.22     | 17.38  | 2.0                | 34.76  | G     |
| 19   | Oct         | Prepare Ends               | 0.023             | 0.025 | 0.30  | 0.22  |            |           | 0.52   | 1.0                | 0.52   | H     |
| 20   | Oct         | Pick and Load              | 1.800             | 4.000 | 17.63   | 71.38 |            |           | 89.01  | 1.0                | 89.01  | H     |
| 21   | Oct         | Haul 1                     | 3.600             | 4.000 | 35.26   | 73.28 |            |           | 108.54 | 1.0                | 108.54 | H     |
| 22   | Oct         | Disk Residue               | 0.225             | 0.250 | 3.75  | 2.19  |            |           | 5.95   | 1.0                | 5.95   | L     |
|  |             | Pickup Use 20 Mi/Acre      | 0.667             |       | 5.08  |       |            |           |        |                    | 5.08   |       |
|  |             | Operating Interest at 10.0 |                   |       |   |       | 16.27      |           |        |                    | 16.27  |       |
| TOTAL CASH OPERATING EXPENSES (includes all times over): |             |                            |                   |       |   |       |            |           |        |                    | 797.42 | 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.

OPERATING COST SUMMARY BY CLASS

|                        |          |
|------------------------|----------|
| Land Preparation (L)   | 308.18   |
| Growing (G)            | 346.50   |
| Harvest (H)            | 198.07   |
| Post Harvest (P)       | 0.00     |
| Marketing (M)          | 0.00     |
| Operating Overhead (O) | 21.36    |
| Total (T)              | \$874.11 |

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

| Prices ->        | Yields | - 25%   | - 10%   | Budgeted | + 10%    | + 25%    | Break-even Price |
|------------------|--------|---------|---------|----------|----------|----------|------------------|
|                  |        | \$76.50 | \$91.80 | \$102.00 | \$112.20 | \$127.50 |                  |
| - 25%            | 7.5    | -177.05 | -62.30  | 14.20    | 90.70    | 205.45   | 100.11           |
| - 10%            | 9.0    | -80.51  | 57.19   | 148.99   | 240.79   | 378.49   | 85.45            |
| Budgeted         | 10.0   | -16.15  | 136.85  | 238.85   | 340.85   | 493.85   | 78.11            |
| + 10%            | 11.0   | 48.21   | 216.51  | 328.71   | 440.91   | 609.21   | 72.12            |
| Break-even Yield |        | 10.25   | 8.28    | 7.34     | 6.59     | 5.72     |                  |

**Table 4D. Resource and Cash Flow Requirements; Pumpkins, 2001**

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional  
 CROP: Pumpkins ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Kansas Settlement YIELD: 10.0 Tn / Acre PREVIOUS CROP: Wheat, Durum DATE: 10/8/01

| Month *                    | Number Irrigations | Water Applied (inches) | Total Labor (Hrs) | Operating Costs (\$/ACRE *) |                       |               |               |                 |              |               |
|----------------------------|--------------------|------------------------|-------------------|-----------------------------|-----------------------|---------------|---------------|-----------------|--------------|---------------|
|                            |                    |                        |                   | Purchased Water             | Fuel, Oil and Repairs | Labor         | Chemicals     | Other Purchases | Services     | Total         |
| APR C                      |                    |                        | 1.01              |                             | 13.34                 | 8.84          | 30.07         |                 |              | 52.25         |
| MAY C                      | 1.0                | 6.0                    | 0.99              |                             | 28.38                 | 8.06          |               |                 |              | 36.44         |
| JUN C                      | 1.0                | 4.0                    | 1.29              |                             | 24.97                 | 10.86         | 33.69         | 272.65          |              | 342.17        |
| JUL C                      | 3.0                | 12.0                   | 1.48              |                             | 51.38                 | 11.78         | 27.90         |                 |              | 91.06         |
| AUG C                      | 3.0                | 12.0                   | 1.35              |                             | 50.87                 | 10.68         | 28.44         |                 |              | 89.99         |
| SEP C                      | 2.0                | 8.0                    | 0.67              |                             | 31.65                 | 5.17          |               |                 |              | 36.82         |
| OCT C                      |                    |                        | 18.27             |                             | 56.94                 | 147.09        |               |                 |              | 204.03        |
| Pickup Use 20 Mi/Acre      |                    |                        |                   |                             | 5.08                  |               |               |                 |              | 5.08          |
| Operating Interest at 10.0 |                    |                        |                   |                             |                       |               |               |                 | 16.27        | 16.27         |
| <b>Total</b>               | <b>10.0</b>        | <b>42.0</b>            | <b>25.06</b>      |                             | <b>262.61</b>         | <b>202.48</b> | <b>120.10</b> | <b>272.65</b>   | <b>16.27</b> | <b>874.11</b> |
| <b>%</b>                   |                    |                        |                   |                             | <b>30.04</b>          | <b>23.16</b>  | <b>13.74</b>  | <b>31.19</b>    | <b>1.86</b>  | <b>100.00</b> |

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 124.1  
 Total P 132.5  
 Total Labor 25.1  
 Total Water 42.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 37.8 Gal  
 Unleaded Gas 2.0 Gal  
 Nat Gas/Pumping 339.6 Therms  
 All Direct Energy 39.5 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

|                           |         |                           |         |                            |         |
|---------------------------|---------|---------------------------|---------|----------------------------|---------|
| Directed Spray Rig, 8     | 0.11 Hr | Drag Scraper, 10'         | 0.27 Hr | Fertilizer Broadcaster,    | 0.08 Hr |
| Landplane 12'X 45'        | 0.11 Hr | Laser, Complete System    | 0.27 Hr | Lister, 5 Bottom           | 0.18 Hr |
| Offset Disk, 13.5'        | 0.09 Hr | Offset Disk, 16.5'        | 0.67 Hr | Pickup Truck, 1/2 Ton      | 0.67 Hr |
| Planter, Planet Jr, 4 Row | 0.22 Hr | Rolling Cultivator, 4 Rw  | 0.52 Hr | Rowbuck, 10'               | 0.07 Hr |
| Saddle Tk Sprayer, 2 Tk 8 | 0.52 Hr | Section Harrow, 4 Section | 0.33 Hr | Tractor, 70 PTO HP         | 5.40 Hr |
| Tractor, 100 PTO HP       | 1.76 Hr | Tractor, 125 PTO HP       | 1.20 Hr | Vegetable Trailer Flat Bed | 5.40 Hr |

MATERIALS REQUIREMENT (per Acre)

|               |           |                        |          |             |         |
|---------------|-----------|------------------------|----------|-------------|---------|
| 10-53-00, Dry | 250.00 Lb | 32-00-00, URAN 32, Lqd | 28.00 Ga | Benomyl     | 0.50 Lb |
| Carbofuran    | 3.00 Pt   | Pumpkin Seed (Hyb)     | 13.00 Th | Triadimefon | 0.24 Lb |
| Trifluralin   | 1.00 Pt   | Water, Pump            | 42.00 Al |             |         |

LABOR REQUIREMENT (per Acre)

|            |         |       |          |         |         |
|------------|---------|-------|----------|---------|---------|
| Irrigators | 3.77 Hr | Other | 12.00 Hr | Tractor | 9.29 Hr |
|------------|---------|-------|----------|---------|---------|

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

**Table 4E. Schedule of Operations; Pumpkins, 2001**

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional  
 CROP: Pumpkins ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Kansas Settlement YIELD: 10.0 Tn / Acre PREVIOUS CROP: Wheat, Durum DATE: 10/8/01

| First No. Month | Times | Operation               | Equipment/ Custom Oper |                               | Job Rate Acre/Hr | Material Use and Cost |            |           |        | Service Cost \$ / Unit | Labor Type |
|-----------------|-------|-------------------------|------------------------|-------------------------------|------------------|-----------------------|------------|-----------|--------|------------------------|------------|
|                 |       |                         | HP                     | Self-Prop./ Implement         |                  | Name                  | Appl. Rate | \$ / Unit |        |                        |            |
| Apr             | 2.0   | Disk                    | 125                    | Offset Disk, 16.5'            | 4.00             |                       |            |           |        |                        | Tractor    |
| Apr             | 1.0   | Apply Fert/Ground       | 125                    | Fertilizer Broadcaster,       | 12.00            | 10-53-00, Dry         | 250.00     | Lb        | 228.00 | Tn                     | Tractor    |
| Apr             | 0.3   | Laser Level             | 125                    | Drag Scraper, 10'             | 1.00             |                       |            |           |        |                        | Tractor    |
|                 |       |                         |                        | Laser, Complete System        |                  |                       |            |           |        |                        |            |
| Apr             | 0.5   | Landplane               | 100                    | Landplane 12'X 45'            | 4.00             |                       |            |           |        |                        | Tractor    |
| May             | 1.0   | List                    | 125                    | Lister, 5 Bottom              | 5.00             |                       |            |           |        |                        | Tractor    |
| May             | 3.0   | Buck Rows               | 100                    | Rowbuck, 10'                  | 40.00            |                       |            |           |        |                        | Tractor    |
| May             | 1.0   | Preirrigate             | 1.77                   | Water, Pump                   | 6.00             | AI                    | 47.47      | AF        |        |                        | Irrigators |
| May             | 1.0   | Scratch                 | 100                    | Section Harrow, 4 Section     | 5.00             |                       |            |           |        |                        | Tractor    |
| Jun             | 1.0   | Plant                   | 100                    | Planter, Planet Jr, 4 Row     | 4.00             | Pumpkin Seed (Hyb)    | 13.00      | Th        | 19.88  | Th                     | Tractor    |
| Jun             | 1.0   | Apply Insect./Ground    | 100                    | Directed Spray Rig, 8         | 8.00             | Carbofuran            | 3.00       | Pt        | 76.85  | Ga                     | Tractor    |
| Jun             | 1.0   | Remove Cap              | 100                    | Section Harrow, 4 Section     | 6.00             |                       |            |           |        |                        | Tractor    |
| Jun             | 1.0   | Cult/Spread Herbicide   | 100                    | Rolling Cultivator, 4 Rw      | 4.00             | Trifluralin           | 1.00       | Pt        | 24.95  | Ga                     | Tractor    |
|                 |       |                         |                        | Saddle Tk Sprayer, 2 Tk 8 Row |                  |                       |            |           |        |                        |            |
| Jun             | 2.0   | Irrigate                | 2.36                   | Water, Pump                   | 4.00             | AI                    | 47.47      | AF        |        |                        | Irrigators |
| Jun             | 3.0   | Disk Ends               | 100                    | Offset Disk, 13.5'            | 40.00            |                       |            |           |        |                        | Tractor    |
| Jul             | 1.0   | Cultivate               | 100                    | Rolling Cultivator, 4 Rw      | 3.00             |                       |            |           |        |                        | Tractor    |
| Jul             | 6.0   | Irrigate                | 2.97                   | Water, Pump                   | 4.00             | AI                    | 47.47      | AF        |        |                        | Irrigators |
| Jul             | 1.0   | Irrigate/Run Fertilizer | 2.97                   | Water, Pump                   | 4.00             | AI                    | 47.47      | AF        |        |                        | Irrigators |
|                 |       |                         |                        | 32-00-00, URAN 32,            | 28.00            | Ga                    | 170.80     | Tn        |        |                        |            |
| Aug             | 2.0   | Apply Fungicide/Ground  | 100                    | Saddle Tk Sprayer, 2 Tk 8     | 6.00             | Benomyl               | 0.25       | Lb        | 20.25  | Lb                     | Tractor    |
|                 |       |                         |                        | Triadimefon                   | 0.12             | Lb                    | 70.12      | Lb        |        |                        |            |
| Oct             | 1.0   | Prepare Ends            | 100                    | Offset Disk, 13.5'            | 40.00            |                       |            |           |        |                        | Tractor    |
| Oct             | 1.0   | Pick and Load           | 70                     | Vegetable Trailer Flat Bed    | 0.50             |                       |            |           |        |                        | Tractor    |
|                 |       |                         |                        |                               |                  |                       |            |           |        |                        | Other      |
| Oct             | 1.0   | Haul                    | 70                     | Vegetable Trailer Flat Bed    | 0.25             |                       |            |           |        |                        | Tractor    |
| Oct             | 1.0   | Disk Residue            | 125                    | Offset Disk, 16.5'            | 4.00             |                       |            |           |        |                        | Tractor    |
|                 |       | Pickup use 20 Mi/Ac     |                        | Pickup Truck, 1/2 Ton         | 1.50             |                       |            |           |        |                        |            |

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

**Table 4F Operations Calendar; Pumpkins, 2001**

COUNTY: Cochise                      FARM: Southern Vegetables                      WATER SOURCE: Ks Settlement, NG                      TILLAGE: Conventional  
 CROP: Pumpkins                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Kansas Settlement                      YIELD: 10.0 Tn/Acre                      PREVIOUS CROP: Wheat, Duram                      DATE: 10/08/01

| No. | Operation               | Month and Times Operation Performed |     |     |       |       |       |       |       |       |       |     |     |
|-----|-------------------------|-------------------------------------|-----|-----|-------|-------|-------|-------|-------|-------|-------|-----|-----|
|     |                         | Jan                                 | Feb | Mar | Apr   | May   | Jun   | Jul   | Aug   | Sep   | Oct   | Nov | Dec |
| 1   | Disk                    |                                     |     |     | 2.0 C |       |       |       |       |       |       |     |     |
| 2   | Apply Fert/Ground       |                                     |     |     | 1.0 C |       |       |       |       |       |       |     |     |
| 3   | Laser Level             |                                     |     |     | 0.3 C |       |       |       |       |       |       |     |     |
| 4   | Landplane               |                                     |     |     | 0.5 C |       |       |       |       |       |       |     |     |
| 5   | List                    |                                     |     |     |       | 1.0 C |       |       |       |       |       |     |     |
| 6   | Buck Rows               |                                     |     |     |       | 1.0 C | 1.0 C | 1.0 C |       |       |       |     |     |
| 7   | Preirrigate             |                                     |     |     |       | 1.0 C |       |       |       |       |       |     |     |
| 8   | Scratch                 |                                     |     |     |       | 1.0 C |       |       |       |       |       |     |     |
| 9   | Plant                   |                                     |     |     |       |       | 1.0 C |       |       |       |       |     |     |
| 10  | Apply Fert/Ground       |                                     |     |     |       |       | 1.0 C |       |       |       |       |     |     |
| 11  | Remove Cap              |                                     |     |     |       |       | 1.0 C |       |       |       |       |     |     |
| 12  | Cult/Spread Herbicide   |                                     |     |     |       |       | 1.0 C |       |       |       |       |     |     |
| 13  | Irrigate                |                                     |     |     |       |       | 1.0 C | 1.0 C |       |       |       |     |     |
| 14  | Disk Ends               |                                     |     |     |       |       | 2.0 C | 1.0 C |       |       |       |     |     |
| 15  | Cultivate               |                                     |     |     |       |       |       | 1.0 C |       |       |       |     |     |
| 16  | Irrigate                |                                     |     |     |       |       |       | 1.0 C | 3.0 C | 2.0 C |       |     |     |
| 17  | Irrigate/Run Fertilizer |                                     |     |     |       |       |       | 1.0 C |       |       |       |     |     |
| 18  | Apply Fungicide/Ground  |                                     |     |     |       |       |       |       | 1.0 C |       |       |     |     |
| 19  | Prepare Ends            |                                     |     |     |       |       |       |       |       |       | 1.0 C |     |     |
| 20  | Pick and Load           |                                     |     |     |       |       |       |       |       |       | 1.0 C |     |     |
| 21  | Haul                    |                                     |     |     |       |       |       |       |       |       | 1.0 C |     |     |
| 22  | Disk Residue            |                                     |     |     |       |       |       |       |       |       | 1.0 C |     |     |

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