

Table 7A. Income and Cash Operating Summary; Pumpkins, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 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: 11/25/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm 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)					52.49	
Tractor/Self Propelled					26.75	
Irrigation					25.74	
Chemicals and Custom Applications					117.28	
Fertilizer					58.33	
Insecticide					30.05	
Herbicide					3.29	
Other Chemicals					25.61	
Farm Machinery and Vehicles					35.36	
Diesel Fuel					13.57	
Repairs and Maintenance					21.79	
Irrigation (excluding labor)					147.33	
Natural Gas/Pumping					125.88	
Repairs and Maintenance					21.45	
Other Purchased Inputs & Seed/Transplants					272.65	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					625.12	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					131.22	
Tractor/Self Propelled					49.34	
Other/Contract					81.89	
Farm Machinery and Vehicles					49.88	
Diesel Fuel					15.92	
Repairs and Maintenance					33.95	
TOTAL HARVEST AND POST HARVEST EXPENSE					181.10	
OPERATING OVERHEAD PICKUP USE					5.15	
OPERATING INTEREST AT 10.0%					18.91	
TOTAL CASH OPERATING EXPENSES					\$830.28	
RETURNS OVER CASH OPERATING EXPENSES					\$189.72	

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

Table 7B. Allocations of Ownership Costs; Pumpkins, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
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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	\$830.28		\$830.28	
RETURN OVER CASH OPERATING EXPENSES		\$189.72		\$189.72
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.)	41.51		41.51	
General Farm Maintenance (3.0% of Total Operating Exp.)	24.91		24.91	
Total Cash Overhead Expenses	85.83		85.83	
Total Cash Operating and Overhead Cost	916.11		916.11	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$103.89		\$103.89
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 ----->		\$103.89		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$32.87)
Land Cost / Rent or Lease	50.00		50.00	
Total Land Costs	50.00		50.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$53.89		
RETURNS TO MANAGEMENT AND RISK ----->				(\$82.87)
Management Services (8% of Total Operation Expenses)			66.42	
TOTAL OWNERSHIP COST	135.83		339.02	
TOTAL COST	\$966.11		\$1,169.30	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$53.89		
RETURNS TO RISK (PROFITS) ----->				(\$149.30)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$83.03		\$83.03
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$13.58		\$33.90
BREAK-EVEN PRICE TO COVER TOTAL COST		\$96.61		\$116.93

Table 7C. Variable Operating Costs; Pumpkins, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 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: 11/25/98

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	Apr	Disk	0.225	0.250	3.57	2.05		5.62	2.0	11.24	L
2	Apr	Apply Fert/Ground	0.075	0.083	0.94	0.68	30.07	31.68	1.0	31.68	G
3	Apr	Laser Level	0.900	1.000	11.09	8.19		19.28	0.3	5.79	L
4	Apr	Landplane	0.225	0.250	2.45	2.05		4.49	0.5	2.25	L
5	May	List	0.180	0.200	2.44	1.64		4.07	1.0	4.07	L
6	May	Buck Rows	0.023	0.025	0.22	0.20		0.42	3.0	1.27	G
7	May	Preirrigate		0.565	21.05	3.86		24.90	1.0	24.90	G
8	May	Scratch	0.180	0.200	1.72	1.64		3.35	1.0	3.35	G
9	Jun	Plant	0.225	0.250	2.45	2.05	272.65	277.15	1.0	277.15	L
10	Jun	Apply Insect./Ground	0.112	0.125	1.18	1.02	30.05	32.25	1.0	32.25	G
11	Jun	Remove Cap	0.150	0.167	1.43	1.37		2.80	1.0	2.80	G
12	Jun	Cult/Spread Herbicide	0.225	0.250	2.80	2.05	3.29	8.14	1.0	8.14	G
13	Jun	Irrigate		0.424	14.03	2.89		16.92	2.0	33.85	G
14	Jun	Disk Ends	0.023	0.025	0.29	0.20		0.49	3.0	1.47	G
15	Jul	Cultivate	0.300	0.333	3.18	2.73		5.90	1.0	5.90	G
16	Jul	Irrigate		0.337	14.03	2.30		16.33	6.0	97.99	G
17	Jul	Irrigate/Run Fertilizer		0.337	14.03	2.30	28.26	44.59	1.0	44.59	G
18	Aug	Apply Fungicide/Ground	0.150	0.167	1.60	1.37	12.81	15.78	2.0	31.55	G
19	Oct	Prepare Ends	0.023	0.025	0.29	0.20		0.49	1.0	0.49	H
20	Oct	Pick and Load	1.800	4.000	17.70	64.15		81.85	1.0	81.85	H
21	Oct	Haul 1	3.600	4.000	33.65	65.11		98.76	1.0	98.76	H
22	Oct	Disk Residue	0.225	0.250	3.57	2.05		5.62	1.0	5.62	L
		Pickup Use20 Mi/Acre	0.667		5.15					5.15	
		Operating Interest at 10.0					18.91			18.91	
TOTAL CASH OPERATING EXPENSES (includes all times over):					208.36	213.08	18.91	389.93		830.28	T

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	306.12
Growing (G)	319.00
Harvest (H)	181.10
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	24.06
Total (T)	830.28

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

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price	
Yields	\$76.50	\$91.80	\$102.00	\$112.20	\$127.50	Break-even Price	
- 25%	7.5	-161.50	-46.75	29.75	106.25	221.00	98.03
- 10%	9.0	-63.81	73.89	165.69	257.49	395.19	83.59
Budgeted	10.0	1.32	154.32	256.32	358.32	511.32	76.37
+ 10%	11.0	66.44	234.74	346.94	459.14	627.44	70.46
Break-even Yield		9.98	8.08	7.17	6.45	5.60	

Table 7D. Resource and Cash Flow Requirements; Pumpkins, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
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 AREA: Kansas Settlement YIELD: 10.0 Tn / Acre PREVIOUS CROP: Wheat, Durum DATE: 11/25/98

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
APR C			1.01		17.65	12.96	30.07			60.68
MAY C	1.0	6.0	0.99		25.32	7.34				32.65
JUN C	1.0	4.0	1.29		22.22	9.79	33.34	272.65		338.00
JUL C	3.0	12.0	1.48		34.77	21.67	28.26			84.70
AUG C	3.0	12.0	1.35		32.73	14.71	25.61			73.06
SEP C	2.0	8.0	0.67		28.06	13.34				41.40
OCT C			18.27		42.45	133.27				175.72
Pickup Use 20 Mi/Acre					5.15					5.15
Operating Interest at 10.0									18.91	18.91
Total	10.0	42.0	25.06		208.35	213.08	117.29	272.65	18.91	830.28
%					25.09	25.66	14.13	32.84	2.28	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)	TOTAL ENERGY REQUIREMENTS (per Acre)
Total N 124.1	Diesel Fuel 37.8 Gal
Total P 132.5	Unleaded Gas 2.0 Gal
Total K 0.0	Nat Gas/Pumping 339.6 Therms
Total Labor 25.1	All Direct Energy 39.5 M BTU
Total Water 42.0	

EQUIPMENT REQUIREMENTS (per Acre)	
Directed Spray Rig, 8 0.11 Hr	Drag Scraper, 10' 0.27 Hr
Landplane 12'X 45' 0.11 Hr	Laser, Complete System 0.27 Hr
Offset Disk, 13.5' 0.09 Hr	Offset Disk, 16.5' 0.67 Hr
Planter, Planet Jr, 4 Row 0.22 Hr	Rolling Cultivator, 4 Rw 0.52 Hr
Saddle Tk Sprayer, 2 Tk 8 0.52 Hr	Section Harrow, 4 Section 0.33 Hr
Tractor, 100 PTO HP 1.76 Hr	Tractor, 125 PTO HP 1.20 Hr
	Fertilizer Broadcaster, 0.08 Hr
	Lister, 5 Bottom 0.18 Hr
	Pickup Truck, 1/2 Ton 0.67 Hr
	Rowbuck, 10' 0.07 Hr
	Tractor, 70 PTO HP 5.40 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
Carbofuran 3.00 Pt	Pumpkin Seed (Hyb) 13.00 Th
Trifluralin 1.00 Pt	Water, Pump 42.00 Al
	Benomyl 0.50 Lb
	Triadimefon 0.24 Lb

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 7E. Schedule of Operations; Pumpkins, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
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 AREA: Kansas Settlement YIELD: 10.0 Tn / Acre PREVIOUS CROP: Wheat, Durum DATE: 11/25/98

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	Apr	2.0	Disk	125	Offset Disk, 16.5'	4.00				Tractor	
2	Apr	1.0	Apply Fert/Ground	125	Fertilizer Broadcaster,	12.00	10-53-00, Dry	250.00	Lb 228.00	Tn	Tractor
3	Apr	0.3	Laser Level	125	Drag Scraper, 10'	1.00				Tractor	
					Laser, Complete System						
4	Apr	0.5	Landplane	100	Landplane 12'X 45'	4.00				Tractor	
5	May	1.0	List	125	Lister, 5 Bottom	5.00				Tractor	
6	May	3.0	Buck Rows	100	Rowbuck, 10'	40.00				Tractor	
7	May	1.0	Preirrigate		Water, Pump	1.77		6.00	AI 42.09	AF	Irrigators
8	May	1.0	Scratch	100	Section Harrow, 4 Section	5.00					Tractor
9	Jun	1.0	Plant	100	Planter, Planet Jr, 4 Row	4.00	Pumpkin Seed (Hyb)	13.00	Th 19.88	Th	Tractor
10	Jun	1.0	Apply Insect./Ground	100	Directed Spray Rig, 8	8.00	Carbofuran	3.00	Pt 75.95	Ga	Tractor
11	Jun	1.0	Remove Cap	100	Section Harrow, 4 Section	6.00					Tractor
12	Jun	1.0	Cult/Spread Herbicide	100	Rolling Cultivator, 4 Rw Saddle Tk Sprayer, 2 Tk 8 Row	4.00	Trifluralin	1.00	Pt 24.95	Ga	Tractor
13	Jun	2.0	Irrigate		Water, Pump	2.36		4.00	AI 42.09	AF	Irrigators
14	Jun	3.0	Disk Ends	100	Offset Disk, 13.5'	40.00					Tractor
15	Jul	1.0	Cultivate	100	Rolling Cultivator, 4 Rw	3.00					Tractor
16	Jul	6.0	Irrigate		Water, Pump	2.97		4.00	AI 42.09	AF	Irrigators
17	Jul	1.0	Irrigate/Run Fertilizer		Water, Pump	2.97		4.00	AI 42.09	AF	Irrigators
					32-00-00, URAN 32,			28.00	Ga 173.00	Tn	
18	Aug	2.0	Apply Fungicide/Ground	100	Saddle Tk Sprayer, 2 Tk 8	6.00	Benomyl	0.25	Lb 19.03	Lb	Tractor
					Triadimefon			0.12	Lb 61.51	Lb	
19	Oct	1.0	Prepare Ends	100	Offset Disk, 13.5'	40.00					Tractor
20	Oct	1.0	Pick and Load	70	Vegetable Trailer Flat Bed	0.50					Tractor
											Other
21	Oct	1.0	Haul	70	Vegetable Trailer Flat Bed	0.25					Tractor
22	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.