

Table 7A. Income and Cash Operating Summary; Spring 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: 212.0 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/23/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME	Melons	Ctrn	212.00	\$11.03	\$2,338.36	\$2,338.36
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					90.94	
Tractor/Self Propelled					40.99	
Irrigation					45.52	
Other/ Contract					4.44	
Chemicals and Custom Applications					180.16	
Fertilizer					129.65	
Herbicide					50.51	
Farm Machinery and Vehicles					42.12	
Diesel Fuel					16.26	
Repairs and Maintenance					25.86	
Irrigation Water (excluding labor)					111.67	
Water Assessment (See Note Below) **						
Other Purchased Inputs & Seed/Transplants					20.06	
Other Services and Rentals					243.00	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					687.94	
CASH HARVEST AND POST HARVEST EXPENSES						
Custom Harvest/Post Harvest					418.60	
Other Materials					157.30	
TOTAL HARVEST AND POST HARVEST EXPENSE					575.90	
OPERATING OVERHEAD PICKUP USE					7.71	
OPERATING INTEREST AT 10.0%					19.99	
TOTAL CASH OPERATING EXPENSES					\$1,291.54	
RETURNS OVER CASH OPERATING EXPENSES					\$1,046.82	

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 7B. Allocations of Ownership Costs; Spring Cantaloupe, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
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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 \$11.03 / Ct	\$2,338.36		\$2,338.36	
TOTAL OPERATING EXPENSES	\$1,291.54		\$1,291.54	
RETURN OVER CASH OPERATING EXPENSES		\$1,046.82		\$1,046.82
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	4.99		4.99	
General and Office Overhead (5.0% of Total Operating Exp.)	64.58		64.58	
General Farm Maintenance (3.0% of Total Operating Exp.)	38.75		38.75	
Total Cash Overhead Expenses	108.31		108.31	
Total Cash Operating and Overhead Cost	1,399.85		1,399.85	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$938.51		\$938.51
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			27.64	
Interest on Equity, Machinery and Vehicles			12.08	
Total Capital Allocations			39.72	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$938.51		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$898.79
Land Cost / Rent or Lease	100.00		100.00	
Land Cost / Ownership (100% Equity)				
Property Taxes (\$447.00 X 16.0% X 0)				
Opportunity Interest on Land (100% X 6.0 X \$447.00)				
Water Assessment	12.50		12.50	
Total Land Costs	112.50		112.50	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$826.01		
RETURNS TO MANAGEMENT AND RISK ----->				\$786.29
Management Services (8% of Total Operation Expenses)			103.32	
TOTAL OWNERSHIP COST	220.81		363.86	
TOTAL COST	\$1,512.35		\$1,655.40	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$826.01		
RETURNS TO RISK (PROFITS) ----->				\$682.96
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$6.09		\$6.09
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.04		\$1.72
BREAK-EVEN PRICE TO COVER TOTAL COST		\$7.13		\$7.81

Table 7C. Variable Operating Costs; Spring Cantaloupe, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
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 AREA: Maricopa YIELD: 212.0 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/23/98

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	2.39	1.37			3.76	2.0	7.51	L
2	Feb	Plow	0.450	0.500	6.35	4.09			10.44	1.0	10.44	L
3	Feb	Laser Level	0.450	1.000	4.37	7.51			11.87	0.5	5.94	L
4	Feb	Soil Fertility					3.00		3.00	1.0	3.00	G
5	Feb	Apply Fert/Ground	0.180	0.200	1.39	1.64		34.98	38.01	1.0	38.01	G
6	Feb	Apply Herbicide/Ground	0.225	0.250	1.42	2.05		50.51	53.98	1.0	53.98	G
7	Feb	Incorporate Herbicide	0.225	0.250	2.25	2.05			4.30	1.0	4.30	G
8	Feb	List	0.225	0.250	1.97	2.05			4.02	1.0	4.02	L
9	Mar	Plant	0.360	0.800	4.98	6.01		20.06	31.04	1.0	31.04	L
10	Mar	Buck Rows	0.023	0.025	0.10	0.20			0.30	6.0	1.81	G
11	Mar	Irrigate		0.667		4.55		11.17	15.72	10.0	157.18	G
12	Mar	Disk Ends	0.023	0.025	0.14	0.20			0.34	6.0	2.04	G
13	Mar	Cultivate	0.225	0.250	1.46	2.05			3.51	6.0	21.03	G
14	Mar	Apply Fert/Ground	0.257	0.286	2.87	2.34		54.71	59.93	1.0	59.93	G
15	Mar	Thinning					75.00		75.00	1.0	75.00	G
16	Apr	Hand Weeding					75.00		75.00	2.0	150.00	G
17	Apr	Apply Fert/Ground	0.257	0.286	2.87	2.34		39.96	45.18	1.0	45.18	G
18	Apr	Pollinate					15.00		15.00	1.0	15.00	G
19	May	Pick and Load 212 Ct					328.60	157.30	485.90	1.0	485.90	H
20	May	Haul, Custom 360 Ct					90.00		90.00	1.0	90.00	H
21	May	Disk Residue 360 Ct	0.180	0.200	1.89	1.64			3.53	1.0	3.53	L
		Pickup Use30 Mi/Acre	1.000		7.71						7.71	
		Operating Interest at 10.0						19.99			19.99	
TOTAL CASH OPERATING EXPENSES (includes all times over):					50.80	90.94	681.59	469.19			1291.54	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)	62.47
Growing (G)	625.47
Harvest (H)	575.90
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	27.70
Total (T)	\$1,291.54

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

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price
Yields	\$8.27	\$9.93	\$11.03	\$12.13	\$13.79	
- 25%	159.0	169.26	432.33	607.71	783.08	1,046.15
- 10%	190.8	345.94	661.62	872.07	1,082.53	1,398.20
Budgeted	212.0	463.73	814.48	1,048.32	1,282.16	1,632.91
+ 10%	233.2	581.52	967.35	1,224.56	1,481.78	1,867.61
Break-even Yield	128.53	99.04	85.90	75.84	64.51	

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

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
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 AREA: Maricopa YIELD: 212.0 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/23/98

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
FEB C			2.28		19.62	39.16	85.00		3.00	146.78
MAR C	4.0	16.0	4.58	44.67	15.51	30.58	54.22	20.06	75.00	240.04
APR C	3.0	12.0	2.91	33.50	4.46	12.55	39.96		165.00	255.47
MAY C	3.0	12.0	2.35	33.50	1.65	7.01		78.65	205.00	325.81
JUN C			0.20		1.85	1.64		78.65	213.60	295.74
Pickup Use30 Mi/Acre					7.71					7.71
Operating Interest at 10.0									19.99	19.99
Water Assessment				**						
Total	10.0	40.0	12.33	111.67	50.80	90.94	179.18	177.36	681.59	1291.54
%				8.65	3.93	7.04	13.87	13.73	52.77	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 101.9
 Total P 152.6
 Total K 28.3
 Total Labor 12.3
 Total Water 40.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 21.4 Gal
 Unleaded Gas 3.0 Gal
 All Direct Energy 3.3 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw 0.36 Hr	Cultivator, Sweep, 4 Rw 1.35 Hr	Directed Spray Rig, 8 0.22 Hr
Drag Scraper, 10' 0.22 Hr	Fertilizer Broadcaster, 0.18 Hr	Fertilizer Injector, 4 Row 0.51 Hr
Laser, Complete System 0.22 Hr	Lister, 5 Bottom 0.22 Hr	Moldboard Plow, 4-16 2 0.45 Hr
Offset Disk, 10.5' 0.14 Hr	Offset Disk, 12' 0.22 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' 0.14 Hr	Tractor, 50 PTO HP, 0.28 Hr	Tractor, 70 PTO HP, 1.57 Hr
Tractor, 100 PTO HP, 1.68 Hr	Tractor, 125 PTO HP, 0.22 Hr	Tractor, 150 PTO HP, 0.75 Hr

MATERIALS REQUIREMENT (per Acre)

10-10-05, Lqd 30.00 Ga	11-48-00, Dry 200.00 Lb	15-08-04, Lqd 30.00 Ga
Bensulide 10.00 Pt	Cantaloupe Cartons 212.00 Ct	Cantaloupe Sd 2.00 Lb
Water, District 40.00 Al		

LABOR REQUIREMENT (per Acre)

Irrigators 6.67 Hr	Other 0.65 Hr	Tractor 5.01 Hr
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*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 7E. Schedule of Operations; Spring 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: 212.0 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/23/98

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	2.0	Disk	150	Offset Disk, 18'	6.00						Tractor	
2	Feb	1.0	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							Other	
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	200.00	Lb	330.00	Tn	Tractor	
6	Feb	1.0	Apply Herbicide/Ground	70	Directed Spray Rig, 8 Row	4.00	Bensulide	10.00	Pt	38.12	Ga	Tractor	
7	Feb	1.0	Incorporate Herbicide	100	Offset Disk, 12'	4.00						Tractor	
8	Feb	1.0	List	100	Lister, 5 Bottom	4.00						Tractor	
9	Mar	1.0	Plant	100	Planter, Drill Type, 4 Row	2.50	Cantaloupe Sd	2.00	Lb	9.46	Lb	Tractor	
					Bed Shaper, 4 Rw							Other	
10	Mar	6.0	Buck Rows	50	Rowbuck, 10'	40.00						Tractor	
11	Mar	10.0	Irrigate	1.50	Water, District	4.00		4.00	Al	33.50	AF	Irrigators	
12	Mar	6.0	Disk Ends	50	Offset Disk, 10.5'	40.00						Tractor	
13	Mar	6.0	Cultivate	70	Cultivator, Sweep, 4 Rw	4.00						Tractor	
14	Mar	1.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.50	15-08-04, Lqd	30.00	Ga	310.00	Tn	Tractor	
15	Mar	1.0	Thinning	CST	Thinning						75.00	Ac	
16	Apr	2.0	Hand Weeding	CST	Thinning						75.00	Ac	
17	Apr	1.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.50	10-10-05, Lqd	30.00	Ga	251.33	Tn	Tractor	
18	Apr	1.0	Pollinate	CST	Bee Hive Rental						15.00	Ac	
19	May	1.0	Pick and Load	CST	Cut & Load Melons		Cantaloupe Cartons	212.00	Ct	0.70	Ct	1.55	Ct
20	May	1.0	Haul, Custom	CST	Haul Melons						0.25	Ct	
21	May	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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