

COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: Aguing TILLAGE: Double Crop  
 CROP: Cantaloups ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Aguila YIELD: 224.0 Ct/Acre PREVIOUS CROP: Carrots DATE: 08/20/95

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Melons	Crtn	224.00	\$16.7000	\$3,740.80	\$3,740.80	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					112.51	_____
Tractor/Self Propelled				56.30		_____
Irrigation				52.29		_____
Other/Contract				3.92		_____
Chemicals & Custom Applications					277.28	_____
Fertilizers				106.37		_____
Insecticides				124.16		_____
Herbicides				46.75		_____
Farm Machinery and Vehicles					45.97	_____
Diesel Fuel				16.92		_____
Repairs & Maint.				29.06		_____
Irrigation (excluding labor)					176.37	_____
Natural Gas/Pumping				151.07		_____
Repairs & Maint.				25.30		_____
Other Purchased Inputs & Services					282.77	_____
Seed/Transplants				108.77		_____
Other Services & Rentals				174.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					894.91	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Custom Harvest/Post Harvest					467.20	_____
Other Materials					204.62	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					671.82	_____
OPERATING OVERHEAD->PICKUP USE						
OPERATING INTEREST AT 9.0%					6.91	_____
TOTAL CASH OPERATING EXPENSES					\$1,582.70	_____
RETURNS OVER CASH OPERATING EXPENSES					\$2,158.10	_____

Notes: The above figures do not include ownership costs, see Table 10B on Next Page for detailed cost allocation.

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Item	- CASH COST BASIS (\$/ACRE) --		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 16.7000/Ct	\$3,740.80		\$3,740.80	
TOTAL OPERATING EXPENSES	1,582.69		1,582.69	
RETURN OVER CASH OPERATING EXPENSES		\$2,158.10		\$2,158.10
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	5.53		5.53	
Wells & Irrig. System	9.51		9.51	
Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)	79.13		79.13	
General Farm Maint. ( 3% of Tot. Oper. Exp.)	47.48		47.48	
Total Cash Overhead Expenses	141.65		141.65	
Total Cash Oper. & Over. Cost	1,724.35		1,724.35	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		2,016.44		2,016.44
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			30.69	
Wells & Irrig. System			50.63	
Interest on Equity, Machinery & Vehicles			13.34	
Wells & Irrig. System			27.02	
Total Capital Allocations			121.67	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		2,016.44		
RETURNS TO LAND, MANAGEMENT & RISK				1,894.77
Land Cost / Rent or Lease	200.00		200.00	
Total Land Costs	200.00		200.00	
RETURNS TO MANAGEMENT, CAPITAL & RISK		1,816.44		
RETURNS TO MANAGEMENT & RISK				1,694.77
Management Services ( 8% of Tot. Oper. Exp.)			126.61	
TOTAL OWNERSHIP COST	341.65		589.94	
TOTAL COST	\$1,924.35		\$2,172.64	
RETURN TO MANAGEMENT, CAPITAL & RISK		\$1,816.44		
RETURN TO RISK (PROFITS)				\$1,568.15
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Ct)		\$7.06		\$7.06
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.52		\$2.63
BREAK-EVEN PRICE TO COVER TOTAL COST		\$8.59		\$9.69

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No.	First Month	Operation	Hours		Operating Costs (\$/Acre*)					Times	Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total				
1	Jun	Rip	0.225	0.250	2.39	2.45				4.84	0.5	2.42	L
2	Jun	Disk	0.150	0.167	2.18	1.64				3.82	2.0	7.63	L
3	Jun	Plow	0.450	0.500	6.68	4.90				11.58	1.0	11.58	L
4	Jun	Laser Level	0.450	0.500	4.96	4.90				9.86	0.5	4.93	L
5	Jun	Soil Fertility						3.00		3.00	1.0	3.00	G
6	Jun	Apply Fert/Ground	0.180	0.200	1.27	1.96		34.13		37.36	1.0	37.36	G
7	Jun	Apply Herbicide/Ground	0.225	0.250	1.12	2.45		46.75		50.32	1.0	50.32	G
8	Jun	Incorporate Herbicide	0.225	0.250	2.45	2.45				4.90	1.0	4.90	G
9	Jun	List	0.225	0.250	1.89	2.45				4.34	1.0	4.34	L
10	Jul	Plant	0.360	0.800	4.38	7.84		108.77		120.99	1.0	120.99	L
11	Jul	Apply Insect./Ground	0.180	0.200	0.82	1.96		21.53		24.31	1.0	24.31	G
12	Jul	Buck Rows	0.045	0.050	0.16	0.49				0.65	5.0	3.27	G
13	Jul	Irrigate		0.667	22.05	6.54				28.59	7.0	200.13	G
14	Jul	Cultivate	0.225	0.250	1.37	2.45				3.82	9.0	34.41	G
15	Jul	Plant Fertility						6.00		6.00	1.0	6.00	G
16	Jul	Irrigate/Run Fertilizer	0.600	0.667	23.75	6.54		32.66		62.95	1.0	62.95	G
17	Jul	Thinning						75.00		75.00	1.0	75.00	G
18	Aug	Apply Insecticide/Air						3.60	47.72	51.32	2.0	102.64	G
19	Aug	Hand Weeding						75.00		75.00	1.0	75.00	G
20	Aug	Apply Fert/Ground	0.257	0.286	2.65	2.80		39.58		45.03	1.0	45.03	G
21	Aug	Pollenate						15.00		15.00	1.0	15.00	G
22	Sep	Pick and Load 224.0 Ct						347.20	204.62	551.82	1.0	551.82	H
23	Sep	Haul, Custom 480.0 Ct						120.00		120.00	1.0	120.00	H
24	Sep	Disk Residue	0.180	0.200	1.79	1.96				3.75	1.0	3.75	L
		Pickup Use 30 Mi/Ac	1.000		6.90							6.90	O
		Operating Interest at 9.00%						10.99				10.99	O
TOTAL CASH OPERATING EXPENSES:					\$229.28	\$112.55	\$659.39	\$583.48		\$1,584.70			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		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)						
		Prices ->		-25%	-10%	Budgeted	+10%	+25%
Land Preparation (L)	\$155.65							
Growing (G)	739.32							
Harvest (H)	671.82	Yields		\$12.52	\$15.03	\$16.70	\$18.37	\$20.87
Post Harvest (P)	0.00							
Marketing (M)	0.00							
Operating Overhead (O)	17.89							
		-25%	168.0	687.45	1,108.29	1,388.85	1,669.41	2,090.25
		-10%	201.6	1,007.52	1,512.53	1,849.20	2,185.87	2,690.88
		Budgeted	224.0	1,220.90	1,782.02	2,156.10	2,530.18	3,091.30
		+10%	246.4	1,434.28	2,051.51	2,463.00	2,874.49	3,491.72
		+25%	280.0	1,754.34	2,455.74	2,923.34	3,390.94	4,092.34
Total (T)	\$1,584.69	Break-even Yield		95.83	75.87	66.62	59.39	51.06

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Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
JUN C			2.15		21.44	21.16	80.88		3.00	126.48
JUL C	4.0	20.0	4.51		99.55	44.27	54.19	108.77	81.00	387.79
AUG C	4.0	20.0	3.85		95.46	37.77	87.30		93.60	314.13
SEP C			0.95		5.91	9.31	47.72	204.62	470.80	738.37
Pickup Use	30 Mi/Ac				6.90					6.90
Operating Interest	at 9.0%								11.02	11.02
<b>Total</b>	<b>8.0</b>	<b>40.0</b>	<b>11.48</b>		<b>229.28</b>	<b>112.51</b>	<b>270.09</b>	<b>313.39</b>	<b>659.42</b>	<b>1,584.69</b>
%					14.46	7.09	17.04	19.77	41.61	100.00

TOTAL RESOURCES REQUIREMENTS(/Acre)		TOTAL ENERGY REQUIREMENTS(/Acre)	
Total N	158.2 lbs	Diesel Fuel	24.7 Gal
Total P	126.0 lbs	Regular Gas	0.0 Gal
Total K	15.0 lbs	NonLead Gas	3.0 Gal
Total Labor	11.4 Hrs		
Total Water	40.0 AI	Natural Gas/Pumping	400.6 Therms
		All Direct Energy	43.8 M BTU

EQUIPMENT REQUIREMENTS(/Acre)			
Tractor, 150 PTO HP, MFWD	1.09 Hrs	V-Ripper, 5 Shnk	0.11 Hrs
Moldboard Plow, 4-16 2 Way	0.45 Hrs	Drag Scraper, 14'	0.23 Hrs
Laser Trailer	0.23 Hrs	Tractor, 100 PTO HP, MFWD	1.43 Hrs
Tractor, 50 PTO HP, MFWD	0.63 Hrs	Saddle Tk Sprayer, 2 Tk 8 Row	0.23 Hrs
Lister, 5 Bottom	0.23 Hrs	Planter, Drill Type, 4 Row	0.36 Hrs
Directed Spray Rig, 8 Row	0.18 Hrs	Rowbuck, 10'	0.23 Hrs
Cultivator, Sweep, 4 Rw	2.03 Hrs	Tractor, 35 PTO HP	0.60 Hrs
Offset Disk, 13.5'	0.18 Hrs	Pickup Truck, 1/2 Ton	1.00 Hrs
			0.30 Hrs
			0.23 Hrs
			0.18 Hrs
			0.23 Hrs
			0.36 Hrs
			2.03 Hrs
			0.26 Hrs

MATERIALS REQUIREMENTS(/Acre)			
11-48-00, Dry	200.00 Lb	Bensulide	10.00 Pt
Imidacloprid	5.00 Oz	Water, Pump	40.00 AI
Bifenthrin	10.00 Oz	Endosulfan	2.00 Pt
10-10-05, Lqd	30.00 Ga	Cantaloupe Cartons	224.00 Ct
			1.50 Lb
			30.00 Ga
			10.00 Oz

LABOR REQUIREMENTS(/Acre)			
Tractor	5.75 Hrs	Other	0.40 Hrs
			5.34 Hrs

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

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No.	First Month	Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost			Service Cost \$/Unit	Labor Type
				HP	Self-Prop./Implem.		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' Laser Receiver, Mast Sy Laser Trailer	2.00					Tractor
5	Jun	1.0	Soil Fertility		CST Soil Analysis (Surf					3.00 Ac	
6	Jun	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	5.00	11-48-00, Dry	200.00 Lb	325.00 Tn		Tractor
7	Jun	1.0	Apply Herbicide/Groun	50	Saddle Tk Sprayer, 2 Tk	4.00	Bensulide	10.00 Pt	35.62 Ga		Tractor
8	Jun	1.0	Incorporate Herbicide	100	Disk-Lister, 4 Rw	4.00					Tractor
9	Jun	1.0	List	100	Lister, 5 Bottom	4.00					Tractor
10	Jul	1.0	Plant	100	Planter, Drill Type, 4 Bed Shaper, 4 Rw	2.50	Cantaloupe Sd	1.50 Lb	69.06 Lb		Tractor Other
11	Jul	1.0	Apply Insect./Ground	50	Directed Spray Rig, 8	5.00	Imidacloprid	5.00 Oz	525.00 Ga		Tractor
12	Jul	5.0	Buck Rows	50	Rowbuck, 10'	20.00					Tractor
13	Jul	7.0	Irrigate			1.50	Water, Pump	5.00 AI	52.91 AF		Irrigator
14	Jul	9.0	Cultivate	70	Cultivator, Sweep, 4 Rw	4.00					Tractor
15	Jul	1.0	Plant Fertility		CST Plant Tissue Anal.(					6.00 Ac	
16	Jul	1.0	Irrigate/Run Fertiliz		Tractor, 35 PTO HP	1.50	Water, Pump	5.00 AI	52.91 AF		Irrigator
17	Jul	1.0	Thinning		CST Thinning					75.00 Ac	
18	Aug	2.0	Apply Insecticide/Air		CST Air Spray, 3 Gal Mi		Bifenthrin	5.00 Oz	462.22 Ga	3.60 Ac	
							Endosulfan	1.00 Pt	35.94 Ga		
							Abamectin	5.00 Oz	586.00 Oz		
19	Aug	1.0	Hand Weeding		CST Hand Weeding					75.00 Ac	
20	Aug	1.0	Apply Fert/Ground	100	Fertilizer Injector, 4	3.50	10-10-05, Lqd	30.00 Ga	251.33 Tn		Tractor
21	Aug	1.0	Pollenate		CST Bee Hive Rental					15.00 Ac	
22	Sep	1.0	Pick and Load		CST Cut & Load Melons		Cantaloupe Cartons	224.00 Ct	0.87 Ct	1.55 Ct	
23	Sep	1.0	Haul, Custom		CST Haul Melons					0.25 Ct	
24	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					

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