

Table 16A. Income and Cash Operating Cost Summary, Spring Cantaloups, 1995

COUNTY: Maricopa                      FARM: Maricopa Vegetables                      WATER SOURCE: SRP                      TILLAGE: Double Crop  
 CROP: Cantaloups                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Salt River Project                      YIELD: 262.0 Ct/Acre                      PREVIOUS CROP: Carrots                      DATE: 08/20/95

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Melons	Crtm	262.00	\$11.0300	\$2,889.86	\$2,889.86	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					102.57	_____
Tractor/Self Propelled				50.45		_____
Irrigation				45.75		_____
Other/Contract				6.37		_____
Chemicals & Custom Applications					246.86	_____
Fertilizers				177.64		_____
Insecticides				41.16		_____
Herbicides				28.05		_____
Farm Machinery and Vehicles					43.04	_____
Diesel Fuel				15.69		_____
Repairs & Maint.				27.35		_____
Irrigation Water (excluding labor)					14.98	_____
Water Assessment (See Note Below) **					**	_____
Other Purchased Inputs & Services					313.03	_____
Seed/Transplants				145.03		_____
Other Services & Rentals				168.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					720.47	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Custom Harvest/Post Harvest					471.60	_____
Other Materials					239.34	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					710.94	_____
OPERATING OVERHEAD->PICKUP USE					6.91	_____
OPERATING INTEREST AT 9.0%					19.04	_____
TOTAL CASH OPERATING EXPENSES					\$1,457.36	_____
RETURNS OVER CASH OPERATING EXPENSES					\$1,432.50	_____

Notes: The above figures do not include ownership costs, see Table 16B on Next Page for detailed cost allocation.

\*\* A water assessment charge of \$10.18/Acre is included in the ownership costs of Table 16B.

Table 16B. Allocation of Ownership Costs; Spring Cantaloups, 1995

COUNTY: Maricopa                      FARM: Maricopa Vegetables                      WATER SOURCE: SRP                      TILLAGE: Double Crop  
 CROP: Cantaloups                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Salt River Project                      YIELD: 262.0 Ct/Acre                      PREVIOUS CROP: Carrots                      DATE: 08/20/95

Item	- CASH COST BASIS (\$/ACRE) --		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 11.0300/Ct	\$2,889.86		\$2,889.86	
TOTAL OPERATING EXPENSES	1,457.35		1,457.35	
RETURN OVER CASH OPERATING EXPENSES		\$1,432.50		\$1,432.50
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	5.19		5.19	
Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)	72.86		72.86	
General Farm Maint. ( 3% of Tot. Oper. Exp.)	43.72		43.72	
Total Cash Overhead Expenses	121.77		121.77	
Total Cash Oper. & Over. Cost	1,579.13		1,579.13	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		1,310.72		1,310.72
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			28.90	
Interest on Equity, Machinery & Vehicles			11.94	
Total Capital Allocations			40.84	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK ----->		1,310.72		
RETURNS TO LAND, MANAGEMENT & RISK ----->				1,269.88
Land Cost / Rent or Lease	200.00		200.00	
Water Assessment **	10.18		10.18	
Total Land Costs	210.18		210.18	
RETURNS TO MANAGEMENT, CAPITAL & RISK ----->		1,100.54		
RETURNS TO MANAGEMENT & RISK ----->				1,059.70
Management Services ( 8% of Tot. Oper. Exp.)			116.58	
TOTAL OWNERSHIP COST	331.95		489.38	
TOTAL COST	\$1,789.31		\$1,946.74	
RETURN TO MANAGEMENT, CAPITAL & RISK ----->		\$1,100.54		
RETURN TO RISK (PROFITS) ----->				\$943.11
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Ct)		\$5.56		\$5.56
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.26		\$1.86
BREAK-EVEN PRICE TO COVER TOTAL COST		\$6.82		\$7.43

Table 16C. Variable Operating Costs; Spring Cantaloups, 1995

COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: SRP TILLAGE: Double Crop  
 CROP: Cantaloups ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 262.0 Ct/Acre PREVIOUS CROP: Carrots DATE: 08/20/95

No.	First Month	Operation	Hours		Operating Costs (\$/Acre*)					Times	Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total				
1	Feb	Rip	0.450	0.500	4.79	4.90				9.69	0.5	4.84	L
2	Feb	Disk	0.150	0.167	2.18	1.64				3.82	3.0	11.45	L
3	Feb	Plow	0.450	0.500	6.68	4.90				11.58	1.0	11.58	L
4	Feb	Laser Level	0.450	1.000	4.14	9.80				13.94	0.5	6.97	L
5	Feb	Soil Fertility						3.00		3.00	1.0	3.00	G
6	Feb	Apply Fert/Ground	0.180	0.200	1.27	1.96		51.19		54.42	1.0	54.42	G
7	Feb	List	0.225	0.250	1.89	2.45				4.34	1.0	4.34	L
8	Mar	Plant	0.360	0.800	4.38	7.84		145.03		157.25	1.0	157.25	L
9	Feb	Apply Herbicide/Ground	0.225	0.250	1.03	2.45		28.05		31.53	1.0	31.53	G
10	Mar	Buck Rows	0.023	0.025	0.08	0.24				0.32	1.0	0.32	G
11	Mar	Irrigate		0.667		6.54		2.14		8.68	7.0	60.76	G
12	Mar	Cultivate	0.225	0.250	1.37	2.45				3.82	7.0	26.77	G
13	Mar	Apply Fert/Ground	0.257	0.286	2.65	2.80		63.23		68.68	2.0	137.36	G
14	Apr	Apply Insecticide/Air						4.05	16.54	20.59	2.0	41.18	G
15	Apr	Hand Weeding						75.00		75.00	2.0	150.00	G
16	Apr	Pollenate						15.00		15.00	1.0	15.00	G
17	May	Cut Melons 262.0 Ct						406.10	239.34	645.44	1.0	645.44	H
18	May	Haul, Custom 262.0 Ct						65.50		65.50	1.0	65.50	H
19	May	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%						16.72				16.72	O
TOTAL CASH OPERATING EXPENSES:					\$49.94	\$102.60	\$664.42	\$638.13				\$1,455.09	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 \$10.18/Acre included as ownership cost in Table 16B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)							
		Prices ->		-25%	-10%	Budgeted	+10%	+25%	
Land Preparation (L)	\$200.18								
Growing (G)	520.33								
Harvest (H)	710.94	Yields		\$8.27	\$9.92	\$11.03	\$12.13	\$13.78	Break-even
Post Harvest (P)	0.00								
Marketing (M)	0.00	-25%	196.5	348.19	673.29	890.03	1,106.77	1,431.88	6.50
Operating Overhead (O)	23.62	-10%	235.8	566.65	956.78	1,216.87	1,476.96	1,867.09	5.86
		Budgeted	262.0	712.30	1,145.78	1,434.76	1,723.75	2,157.23	5.55
Total (T)	\$1,455.09	+10%	288.2	857.94	1,334.77	1,652.66	1,970.54	2,447.37	5.29
		+25%	327.5	1,076.41	1,618.26	1,979.49	2,340.73	2,882.58	4.98
		Break-even Yield		133.86	103.16	89.47	79.00	67.19	

Table 16D. Resource and Cash Flow Requirements; Spring Cantaloups, 1995

COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: SRP TILLAGE: Double Crop  
 CROP: Cantaloups ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 262.0 Ct/Acre PREVIOUS CROP: Carrots DATE: 08/20/95

Month *	Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
FEB C			1.95		18.94	19.12	51.19		3.00	92.25
MAR C	3.0	18.0	4.11		12.27	40.30	91.28	145.03		288.87
APR C	3.0	18.0	3.03	9.99	6.77	29.76	79.77		169.05	295.34
MAY C	1.0	6.0	0.91	5.00	1.37	8.99	16.54	119.67	238.05	389.62
JUN C			0.45		3.69	4.41		119.67	237.60	365.36
Pickup Use 30 Mi/Ac					6.90					6.90
Operating Interest at 9.0%									16.62	16.62
Water Assessment					**					
Total	7.0	42.0	10.46	14.99	49.94	102.57	238.78	384.36	664.32	1,454.96
%				1.03	3.43	7.04	16.41	26.41	45.65	100.00
TOTAL RESOURCES REQUIREMENTS(/Acre)			TOTAL ENERGY REQUIREMENTS(/Acre)							
Total N	149.6 lbs		Diesel Fuel		22.9 Gal					
Total P	206.2 lbs		Regular Gas		0.0 Gal					
Total K	31.0 lbs		NonLead Gas		3.0 Gal					
Total Labor	10.4 Hrs									
Total Water	42.0 AI		All Direct Energy		3.5 M BTU					
EQUIPMENT REQUIREMENTS(/Acre)										
Tractor, 150 PTO HP, MFWD	1.13 Hrs		V-Ripper, 5 Shnk		0.23 Hrs		Offset Disk, 18'		0.45 Hrs	
Moldboard Plow, 4-16 2 Way	0.45 Hrs		Tractor, 125 PTO HP, MFWD		0.23 Hrs		Drag Scraper, 10'		0.23 Hrs	
Laser Receiver, Mast System	0.23 Hrs		Laser Trailer		0.23 Hrs		Tractor, 100 PTO HP, MFWD		1.46 Hrs	
Fertilizer Broadcaster, Towed	0.18 Hrs		Planter, Drill Type, 4 Row		0.36 Hrs		Bed Shaper, 4 Rw		0.36 Hrs	
Tractor, 50 PTO HP, MFWD	0.25 Hrs		Directed Spray Rig, 8 Row		0.23 Hrs		Rowbuck, 10'		0.02 Hrs	
Tractor, 70 PTO HP, MFWD	1.58 Hrs		Cultivator, Sweep, 4 Rw		1.58 Hrs		Fertilizer Injector, 4 Row		0.51 Hrs	
Lister, 5 Bottom	0.23 Hrs		Offset Disk, 13.5'		0.18 Hrs		Pickup Truck, 1/2 Ton		1.00 Hrs	
MATERIALS REQUIREMENTS(/Acre)										
11-48-00, Dry	300.00 Lb		Cantaloupe Sd		2.00 Lb		Bensulide		6.00 Pt	
Water, District	42.00 AI		15-08-04, Lqd		70.00 Ga		Esfenvalerate		1.00 Pt	
Endosulfan	3.00 Pt		Cantaloupe Cartons		262.00 Ct					
LABOR REQUIREMENTS(/Acre)										
Tractor	5.15 Hrs		Other		0.65 Hrs		Irrigators		4.67 Hrs	

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

\*\* A water assessment charge of \$10.18/Acre included as ownership cost in Table 16B.

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 CROP: Cantaloups ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 262.0 Ct/Acre PREVIOUS CROP: Carrots DATE: 08/20/95

No.	Month	First Times	Operation	Equipment/Custom Oper. HP Self-Prop./Implem.	Job Rate Acres/Hr	Material Use & Cost Name Appl. Rate	Service Cost \$/Unit	Labor \$/Unit	Type
1	Feb	0.5	Rip	150 V-Ripper, 5 Shnk	2.00				Tractor
2	Feb	3.0	Disk	150 Offset Disk, 18'	6.00				Tractor
3	Feb	1.0	Plow	150 Moldboard Plow, 4-16 2	2.00				Tractor
4	Feb	0.5	Laser Level	125 Drag Scraper, 10' Laser Receiver, Mast Sy Laser Trailer	2.00				Tractor Other
5	Feb	1.0	Soil Fertility	CST Soil Analysis (Surf)				3.00 Ac	
6	Feb	1.0	Apply Fert/Ground	100 Fertilizer Broadcaster,	5.00	11-48-00, Dry 300.00 Lb	325.00 Tn		Tractor
7	Feb	1.0	List	100 Lister, 5 Bottom	4.00				Tractor
8	Mar	1.0	Plant	100 Planter, Drill Type, 4 Bed Shaper, 4 Rw	2.50	Cantaloupe Sd 2.00 Lb	69.06 Lb		Tractor Other
9	Feb	1.0	Apply Herbicide/Groun	50 Directed Spray Rig, 8	4.00	Bensulide 6.00 Pt	35.62 Ga		Tractor
10	Mar	1.0	Buck Rows	50 Rowbuck, 10'	40.00				Tractor
11	Mar	7.0	Irrigate		1.50	Water, District 6.00 AI	0.00 AF		Irrigator
12	Mar	7.0	Cultivate	70 Cultivator, Sweep, 4 Rw	4.00				Tractor
13	Mar	2.0	Apply Fert/Ground	100 Fertilizer Injector, 4	3.50	15-08-04, Lqd 35.00 Ga	310.00 Tn		Tractor
14	Apr	2.0	Apply Insecticide/Air	CST Air Spray, 5 Gal Mi		Esfenvalerate 0.50 Pt Endosulfan 1.50 Pt	144.09 Ga 35.94 Ga	4.05 Ac	
15	Apr	2.0	Hand Weeding	CST Hand Weeding				75.00 Ac	
16	Apr	1.0	Pollenate	CST Bee Hive Rental				15.00 Ac	
17	May	1.0	Cut Melons	CST Cut & Load Melons		Cantaloupe Cartons 262.00 Ct	0.87 Ct	1.55 Ct	
18	May	1.0	Haul, Custom	CST Haul Melons				0.25 Ct	
19	May	1.0	Disk Residue Pickup Use 30 Mi/Ac	100 Offset Disk, 13.5' Pickup Truck, 1/2 Ton	5.00 1.00				Tractor

\* NOTE: Machine times, labor times, and material rates are for one time over the designated acreage.  
 \*\* A water assessment charge of \$10.18/Acre included as ownership cost in Table 16B.