

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

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Watermelons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 21.2 Tn / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/30/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Melons	Ton	21.20	\$156.92	\$3,326.70	\$3,326.70	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					115.19	_____	
Tractor/Self Propelled					73.40	_____	
Irrigation					20.05	_____	
Other/ Contract					21.74	_____	
Chemicals and Custom Applications					354.50	_____	
Fertilizer					145.81	_____	
Insecticide					208.69	_____	
Farm Machinery and Vehicles					112.13	_____	
Diesel Fuel					33.80	_____	
Gasoline					12.06	_____	
Repairs and Maintenance					66.26	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					399.23	_____	
Seed/Transplants					96.23	_____	
Other Services. and Rentals					303.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					981.05	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Paid Labor (including benefits)					1.30	_____	
Tractor/Self Propelled					1.30	_____	
Farm Machinery and Vehicles					2.35	_____	
Diesel Fuel					0.86	_____	
Repairs and Maintenance					1.49	_____	
Custom Harvest/Post Harvest					228.43	_____	
Other Materials					808.99	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					1041.07	_____	
OPERATING OVERHEAD PICKUP USE					12.60	_____	
OPERATING INTEREST AT 10.0%					36.20	_____	
TOTAL CASH OPERATING EXPENSES					\$2,070.92	=====	
RETURNS OVER CASH OPERATING EXPENSES					\$1,255.79	_____	

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

** A water assessment charge of \$31.00 per Acre is included as an ownership cost in Table B.

Table 7B. Allocations of Ownership Costs; Spring Watermelons, 1998

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Watermelons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 21.2 Tn / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/30/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$156.92 / Tn	\$3,326.70		\$3,326.70	
TOTAL OPERATING EXPENSES	\$2,070.92		\$2,070.92	
RETURN OVER CASH OPERATING EXPENSES		\$1,255.79		\$1,255.79
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	11.90		11.90	
General and Office Overhead (5.0% of Total Operating Exp.)	103.55		103.55	
General Farm Maintenance (3.0% of Total Operating Exp.)	62.13		62.13	
Total Cash Overhead Expenses	177.58		177.58	
Total Cash Operating and Overhead Cost	2,248.49		2,248.49	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$1,078.21		\$1,078.21
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			60.12	
Interest on Equity, Machinery and Vehicles			16.84	
Total Capital Allocations			76.97	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$1,078.21		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$1,001.25
Land Cost / Rent or Lease	435.00		435.00	
Water Assessment	31.00		31.00	
Total Land Costs	466.00		466.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$612.21		
RETURNS TO MANAGEMENT AND RISK ----->				\$535.25
Management Services (8% of Total Operation Expenses)			165.67	
TOTAL OWNERSHIP COST	643.58		886.22	
TOTAL COST	\$2,714.49		\$2,957.13	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$612.21		
RETURNS TO RISK (PROFITS) ----->				\$369.57
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$97.68		\$97.68
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$30.36		\$41.80
BREAK-EVEN PRICE TO COVER TOTAL COST		\$128.04		\$139.49

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

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Watermelons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 21.2 Tn / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/30/98

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	Dec	Rip	0.300	0.333	3.86	2.60			6.46	1.3	8.40	L
2	Dec	Disk	0.150	0.167	2.40	1.30			3.70	2.0	7.41	L
3	Dec	Laser Level	0.225	0.250	2.86	1.95			4.81	2.0	9.62	L
4	Jan	Soil Fertility					3.00		3.00	1.0	3.00	G
5	Jan	Apply Fert/Ground	0.225	0.250	1.71	1.95		45.16	48.81	1.0	48.81	G
6	Jan	List	0.150	0.167	2.34	1.30			3.64	1.0	3.64	L
7	Jan	Shape Beds	1.200	1.333	13.82	10.40		78.40	102.62	1.0	102.62	L
8	Jan	Apply Herbicide/Ground	0.225	0.250	1.83	1.95		9.22	13.01	1.0	13.01	G
9	Jan	Plant	0.514	0.571	7.30	4.46		107.49	119.25	1.0	119.25	L
10	Jan	Make Ditches	0.045	0.050	0.64	0.39			1.03	7.0	7.18	G
11	Jan	Dust Control	0.009	0.010	0.15	0.14			0.30	150.0	44.84	G
12	Jan	Irrigate		0.752		4.89			4.89	1.0	4.89	G
13	Jan	Knock Ditches	0.023	0.025	0.32	0.19			0.51	7.0	3.59	G
14	Jan	Cultivate	0.450	0.500	3.69	3.90			7.59	6.0	45.52	G
15	Feb	Thinning					75.00		75.00	1.0	75.00	G
16	Mar	Apply Fert/Ground	0.327	0.364	3.71	2.84		29.48	36.02	2.0	72.05	G
17	Mar	Apply Insect./Ground	0.225	0.250	1.89	1.95		37.28	41.12	3.0	123.36	G
18	Mar	Incorporate Herbicide	0.514	0.571	6.65	4.46		9.22	20.32	1.0	20.32	G
19	Mar	Hand Weeding					75.00		75.00	1.0	75.00	G
20	Mar	Irrigate		0.333		2.17			2.17	4.0	8.67	G
21	Mar	Turn Vines					75.00		75.00	2.0	150.00	G
22	Apr	Irrigate/Run Fertilizer		0.500		3.25		15.21	18.46	2.0	36.92	G
23	May	Cut Melons 10.6 Ct					4.11	202.25	206.36	4.0	825.42	H
24	May	Haul, Custom 21.2 Tn						212.00	212.00	1.0	212.00	H
25	Jun	Residue Disposal 21.2 Tn	0.150	0.167	2.35	1.30			3.65	1.0	3.65	P
		Pickup Use50 Mi/Acre	1.667		12.60						12.60	
		Operating Interest at 10.0					36.20				32.83	
TOTAL CASH OPERATING EXPENSES (includes all times over):					128.12	115.45	567.63	1259.72			2070.92	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 \$31.00 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)					
		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%
Land Preparation (L)	249.78	Yields	\$117.69	\$141.23	\$156.92	\$172.61	\$196.15
Growing (G)	731.27		61.92	436.18	685.68	935.18	1,309.44
Harvest (H)	1,037.42		280.01	729.11	1,028.52	1,327.92	1,777.03
Post Harvest (P)	3.65	- 25%	15.9				113.80
Marketing (M)	0.00	- 10%	19.1				103.01
Operating Overhead (O)	48.80	Budgeted	21.2	425.40	924.40	1,257.07	1,589.75
		+ 10%	23.3	570.79	1,119.69	1,485.63	1,851.57
Total (T)	\$2,070.92	Break-even Yield	15.00	11.17	9.54	8.33	6.99

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

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Watermelons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 21.2 Tn / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/30/98

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
DEC P			1.10		8.90	5.85				14.75
JAN C	1.0	18.0	3.66		60.01	55.93	144.05	96.23	3.00	359.22
FEB C			1.88		4.68	4.63			75.00	84.31
MAR C	2.0	8.0	3.48		29.92	28.57	38.70		150.00	247.19
APR C	2.0	12.0	1.65		4.73	8.98	44.69		75.00	133.40
MAY C	2.0	12.0	1.78		2.93	8.10	89.78	606.74	171.35	878.90
JUN C			0.62		4.35	3.39	37.28	202.25	57.08	304.35
Pickup Use50 Mi/Acre					12.60					12.60
Operating Interest at 10.0									36.20	36.20
Water Assessment				**						
Total	7.0	50.0	14.16		128.12	115.45	354.50	905.22	567.63	2070.92
%					6.19	6.19	17.12	43.71	24.41	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)		TOTAL ENERGY REQUIREMENTS (per Acre)	
Total N	247.2	Diesel Fuel	44.8 Gal
Total P	183.1	Unleaded Gas	14.4 Gal
Total K	0.0	All Direct Energy	8.0 M BTU
Total Labor	14.2		
Total Water	50.0		

EQUIPMENT REQUIREMENTS (per Acre)			
Bed Shaper, 4 Rw	1.20 Hr	Blade Scraper, 10'	0.45 Hr
Directed Spray Rig, 8	0.22 Hr	Fert. Side Dress Unit,	0.65 Hr
Fertilizer Injector, 3 Row	0.51 Hr	Flexi-Planter - 4 Units	0.51 Hr
Lister, 5 Bottom	0.15 Hr	Motor Grader, 12'	0.47 Hr
Pickup Truck, 1/2 Ton	1.67 Hr	Saddle Tk Sprayer, 2 Tk 8	2.39 Hr
Tractor, 80 PTO HP	4.48 Hr	Tractor, 100 PTO HP	2.23 Hr
Tractor, 150 PTO HP	0.15 Hr	Tractor, 150 PTO HP,	0.84 Hr
V-Ripper, 7 Shnk	0.39 Hr		
		Dbl. Gang Disk Cult, 1 Rw	3.21 Hr
		Fertilizer Broadcaster,	0.22 Hr
		Laser, Complete System	0.45 Hr
		Offset Disk, 18'	0.45 Hr
		Section Harrow, 3 Section	0.51 Hr
		Tractor, 125 PTO HP	0.45 Hr
		Truck, 5 Ton w/1000 Gal	1.35 Hr

MATERIALS REQUIREMENT (per Acre)			
10-34-00, Lqd	7.00 Ga	11-52-00, Dry	300.00 Lb
32-00-00, URAN 32, Lqd	30.00 Ga	Endosulfan	4.00 Pt
Imidacloprid	16.00 Oz	Water, District	50.00 Al
Watermelon Seed (Hyb)	3.00 Th		
		20-00-00, Amm. Nitrate,	500.00 Lb
		Fenvalerate	6.00 Pt
		Watermelon Bins	84.80 Ea

LABOR REQUIREMENT (per Acre)			
Irrigators	3.09 Hr	Tractor	9.58 Hr
		Truck Driver	1.50 Hr

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

** A water assessment charge of \$31.00 per Acre is included as an ownership cost in Table B.

Table 7E. Schedule of Operations; Spring Watermelons, 1998

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Watermelons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 21.2 Tn / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/30/98

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			
1	Dec	1.3	Rip	150	V-Ripper, 7 Shnk	3.00						Tractor
2	Dec	2.0	Disk	150	Offset Disk, 18'	6.00						Tractor
3	Dec	2.0	Laser Level	125	Blade Scraper, 10' Laser, Complete System	4.00						Tractor
4	Jan	1.0	Soil Fertility		CST Soil Analysis (Surface)						3.00 Ac	
5	Jan	1.0	Apply Fert/Ground	80	Fertilizer Broadcaster,	4.00	11-52-00, Dry	300.00	Lb	284.00	Tn	Tractor
6	Jan	1.0	List	150	Lister, 5 Bottom	6.00						Tractor
7	Jan	1.0	Shape Beds	100	Bed Shaper, 4 Rw Saddle Tk Sprayer, 2 Tk 8 Row	0.75	Imidacloprid	16.00	Oz	591.67	Ga	Tractor
8	Jan	1.0	Apply Herbicide/Ground	80	Directed Spray Rig, 8 Row	4.00	Endosulfan	2.00	Pt	34.80	Ga	Tractor
9	Jan	1.0	Plant	100	Flexi-Planter - 4 Units Fertilizer Injector, 3 Row	1.75	Watermelon Seed 10-34-00, Lqd	3.00	Th	30.26	Th	Tractor
10	Jan	7.0	Make Ditches		Motor Grader, 12'	20.00						Tractor
11	Jan	150.0	Dust Control		Truck, 5 Ton w/1000 Gal Tank	100.00						Truck
12	Jan	1.0	Irrigate			1.33	Water, District	18.00	Al	0.00	AF	Irrigators
13	Jan	7.0	Knock Ditches		Motor Grader, 12'	40.00						Tractor
14	Jan	6.0	Cultivate	80	Dbl. Gang Disk Cult, 1 Rw	2.00						Tractor
15	Feb	1.0	Thinning		CST Thinning						75.00 Ac	
16	Mar	2.0	Apply Fert/Ground	80	Fert. Side Dress Unit, 4Row	2.75	20-00-00, Amm. Nitrate,	250.00	Lb	222.50	Tn	Tractor
17	Mar	3.0	Apply Insect./Ground	80	Saddle Tk Sprayer, 2 Tk 8	4.00	Fenvalerate	2.00	Pt	140.69	Ga	Tractor
18	Mar	1.0	Incorporate Herbicide	100	Dbl. Gang Disk Cult, 1 Rw Section Harrow, 3 Section Saddle Tk Sprayer, 2 Tk 8 Row	1.75	Endosulfan	2.00	Pt	34.80	Ga	Tractor
19	Mar	1.0	Hand Weeding		CST Hand Weeding						75.00 Ac	
20	Mar	4.0	Irrigate			3.00	Water, District	4.00	Al	0.00	AF	Irrigators
21	Mar	2.0	Turn Vines		CST Hand Weeding	0.20					75.00 Ac	
22	Apr	2.0	Irrigate/Run Fertilizer			2.00	Water, District 32-00-00, URAN 32,	8.00	Al	0.00	AF	Irrigators
23	May	4.0	Cut Melons		CST Cut & Load Melons		Watermelon Bins	15.00	Ga	173.00	Tn	1.55 Ct
24	May	1.0	Haul, Custom		CST Haul Watermelons			21.20	Ea	9.00	Ea	10.00 Tn
25	Jun	1.0	Residue Disposal	150	Offset Disk, 18'	6.00						Tractor
			Pickup use 50 Mi/Ac		Pickup Truck, 1/2 Ton	0.60						

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