

Table 18A. Income and Cash Operating Summary; Spring Cantaloupes, Early, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 381.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 12/10/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Melons	Crt	381.00	\$12.90	\$4,914.90	\$4,914.90	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					119.10	_____	
Tractor/Self Propelled					51.00	_____	
Irrigation					58.52	_____	
Other/ Contract					9.59	_____	
Chemicals and Custom Applications					252.02	_____	
Fertilizer					179.71	_____	
Insecticide					41.90	_____	
Herbicide					30.23	_____	
Other Chemicals					0.18	_____	
Farm Machinery and Vehicles					46.43	_____	
Diesel Fuel					18.94	_____	
Repairs and Maintenance					27.48	_____	
Irrigation Water(excluding labor)					25.00	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					574.21	_____	
Seed/Transplants					20.01	_____	
Other Services and Rentals					168.00	_____	
Other Materials					386.20	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1016.76	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Custom Harvest/Post Harvest					685.80	_____	
Other Materials					282.04	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					967.84	_____	
OPERATING OVERHEAD PICKUP USE					7.64	_____	
OPERATING INTEREST AT 10.0%					33.16	_____	
TOTAL CASH OPERATING EXPENSES					\$2,025.40	=====	
RETURNS OVER CASH OPERATING EXPENSES					\$2,889.50	_____	

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

** A water assessment charge of \$10.00 per Acre is included as an ownership cost in Table B.

Table 18B. Allocations of Ownership Costs; Spring Cantaloupes, Early, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow
 AREA: Salt River Project YIELD: 381.0 Ct / Acre PREVIOUS CROP: Safflower

TILLAGE: Double Crop
 SOIL: Sandy-Loam
 DATE: 12/10/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$12.90 / Ct	\$4,914.90		\$4,914.90	
TOTAL OPERATING EXPENSES	\$2,025.40		\$2,025.40	
RETURN OVER CASH OPERATING EXPENSES		\$2,889.50		\$2,889.50
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	5.45		5.45	
General and Office Overhead (5.0% of Total Operating Exp.)	101.27		101.27	
General Farm Maintenance (3.0% of Total Operating Exp.)	60.76		60.76	
Total Cash Overhead Expenses	167.48		167.48	
Total Cash Operating and Overhead Cost	2,192.88		2,192.88	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$2,722.02		\$2,722.02
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			29.47	
Interest on Equity, Machinery and Vehicles			12.70	
Total Capital Allocations			42.16	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$2,722.02		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$2,679.85
Land Cost / Ownership (100% Equity)				
Property Taxes (\$619.00 X 16.0% X 0.141)	6.99		6.99	
Opportunity Interest on Land (100% X 6.0 X \$619.00)			18.57	
Water Assessment	10.00		10.00	
Total Land Costs	16.99		35.56	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$2,705.03		
RETURNS TO MANAGEMENT AND RISK ----->				\$2,644.29
Management Services (8% of Total Operation Expenses)			162.03	
TOTAL OWNERSHIP COST	184.47		407.24	
TOTAL COST	\$2,209.87		\$2,432.64	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$2,705.03		
RETURNS TO RISK (PROFITS) ----->				\$2,482.26
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$5.32		\$5.32
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.48		\$1.07
BREAK-EVEN PRICE TO COVER TOTAL COST		\$5.80		\$6.38

Table 18C. Variable Operating Costs; Spring Cantaloupes, Early, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 381.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 12/10/98

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	Rip	0.450	0.500	5.72	4.87			10.60	0.5	5.30	L
2	Feb	Disk	0.150	0.167	2.44	1.63			4.07	3.0	12.21	L
3	Feb	Plow	0.450	0.500	6.51	4.87			11.38	1.0	11.38	L
4	Feb	Laser Level	0.450	1.000	4.50	9.75			14.25	0.5	7.12	L
5	Feb	Soil Fertility					3.00		3.00	1.0	3.00	G
6	Feb	Apply Fert/Ground	0.180	0.200	1.43	1.95		52.35	55.73	1.0	55.73	G
7	Feb	List	0.225	0.250	2.02	2.44			4.46	1.0	4.46	L
8	Feb	Plant	0.360	0.800	4.62	7.80		50.24	62.66	1.0	62.66	L
9	Feb	Apply Mulch	0.150	0.333	0.89	3.25		386.20	390.34	1.0	390.34	G
10	Mar	Buck Rows	0.023	0.025	0.10	0.24			0.34	1.0	0.34	G
11	Mar	Irrigate		0.667		6.50		2.78	9.28	9.0	83.52	G
12	Mar	Remove Mulch	0.150	0.333	1.24	3.25			4.49	1.0	4.49	G
13	Mar	Cultivate	0.225	0.250	1.50	2.44			3.93	7.0	27.53	G
14	Mar	Apply Fert/Ground	0.257	0.286	2.93	2.79		63.68	69.40	2.0	138.80	G
15	Apr	Apply Insecticide/Air					4.75	16.20	20.95	2.0	41.90	G
16	Apr	Apply Fungicide/Air						0.18	0.18	1.0	0.18	G
17	Apr	Hand Weeding					75.00		75.00	2.0	150.00	G
18	Apr	Pollinate					15.00		15.00	1.0	15.00	G
19	May	Cut Melons 381 Ct					590.55	282.04	872.59	1.0	872.59	H
20	May	Haul, Custom 381 Ct					95.25		95.25	1.0	95.25	H
21	May	Disk Residue 381 Ct	0.180	0.200	1.94	1.95			3.89	1.0	3.89	L
		Pickup Use30 Mi/Acre	1.000		7.64						7.64	
		Operating Interest at 10.0					33.16				33.16	
TOTAL CASH OPERATING EXPENSES (includes all times over):					55.16	118.52	896.46	955.76			2025.40	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 \$10.00 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	107.02
Growing (G)	909.74
Harvest (H)	967.84
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	40.80
Total (T)	\$2,025.40

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

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price
Yields	\$9.67	\$11.61	\$12.90	\$14.19	\$16.13	
- 25%	285.8	982.69	1,535.62	1,904.23	2,272.85	2,825.78
- 10%	342.9	1,390.44	2,053.95	2,496.29	2,938.63	3,602.15
Budgeted	381.0	1,662.27	2,399.51	2,891.00	3,382.49	4,119.72
+ 10%	419.1	1,934.11	2,745.07	3,285.71	3,826.34	4,637.30
Break-even Yield	148.02	116.44	101.94	90.65	77.74	

Table 18D. Resource and Cash Flow Requirements; Spring Cantaloupes, Early, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 381.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 12/10/98

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	1.0	6.0	3.75		32.21	62.68	82.58	406.21	3.00	586.68
MAR C	2.0	12.0	2.73		5.65	22.75	63.68			92.08
APR C	3.0	18.0	3.04	10.00	4.33	19.25	80.06		169.75	283.39
MAY C	3.0	18.0	2.25	15.00	1.46	8.94	16.20	141.02	348.55	531.17
JUN C			0.45		3.87	4.39		141.02	342.00	491.28
Pickup Use30 Mi/Acre					7.64					7.64
Operating Interest at 10.0 Water Assessment				**					33.16	33.16
Total	9.0	54.0	12.22	25.00	55.16	118.52	242.52	688.25	896.46	2025.40
%				1.23	2.72	5.83	11.97	33.98	44.26	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 149.6
 Total P 206.2
 Total K 31.1
 Total Labor 12.2
 Total Water 54.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 23.5 Gal
 Unleaded Gas 3.0 Gal
 All Direct Energy 3.6 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 6 Rw	0.36 Hr	Cultivator, Sweep, 4 Rw	1.57 Hr	Drag Scraper, 10'	0.22 Hr
Fertilizer Broadcaster,	0.18 Hr	Fertilizer Injector, 4 Row	0.51 Hr	Flat Trailer	0.15 Hr
Laser, Complete System	0.22 Hr	Lister, 5 Bottom	0.22 Hr	Moldboard Plow, 4-16 2	0.45 Hr
Mulch Layer, 1 Rw	0.15 Hr	Offset Disk, 13.5'	0.18 Hr	Offset Disk, 18'	0.45 Hr
Pickup Truck, 1/2 Ton	1.00 Hr	Planter, Tool Bar 1 Row	0.36 Hr	Rowbuck, 10'	0.02 Hr
Saddle Tk Sprayer, 2 Tk 8	0.36 Hr	Tractor, 50 PTO HP,	0.02 Hr	Tractor, 70 PTO HP,	1.87 Hr
Tractor, 100 PTO HP,	1.46 Hr	Tractor, 125 PTO HP,	0.22 Hr	Tractor, 150 PTO HP,	1.13 Hr
V-Ripper, 5 Shnk	0.22 Hr				

MATERIALS REQUIREMENT (per Acre)

11-48-00, Dry	300.00 Lb	15-08-04, Lqd	70.00 Ga	Bensulide	6.00 Pt
Cantaloupe Cartons	381.00 Ct	Cantaloupe Sd	2.00 Lb	Endosulfan	3.00 Pt
Fenvalerate	1.00 Pt	Plastic Mulch	8.80 TF	Sulfur	0.25 Lb
Water, District	54.00 AI				

LABOR REQUIREMENT (per Acre)

Irrigators	6.00 Hr	Other	0.98 Hr	Tractor	5.23 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

** A water assessment charge of \$10.00 per Acre is included as an ownership cost in Table B.

Table 18E. Schedule of Operations; Spring Cantaloupes, Early, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 381.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 12/10/98

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	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'	2.00						Tractor
					Laser, Complete System							Other
5	Feb	1.0	Soil Fertility	CST	Soil Analysis (Surface)					3.00	Ac	
6	Feb	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	5.00	11-48-00, Dry	300.00	Lb	330.00	Tn	Tractor
7	Feb	1.0	List	100	Lister, 5 Bottom	4.00						Tractor
8	Feb	1.0	Plant	100	Planter, Tool Bar 1 Row 80	2.50	Cantaloupe Sd	2.00	Lb	9.46	Lb	Tractor
					Bed Shaper, 6 Rw		Bensulide	6.00	Pt	38.12	Ga	Other
					Saddle Tk Sprayer, 2 Tk 8 Row							
9	Feb	1.0	Apply Mulch	70	Mulch Layer, 1 Rw	6.00	Plastic Mulch	8.80	TF	41.50	TF	Tractor
												Other
10	Mar	1.0	Buck Rows	50	Rowbuck, 10'	40.00						Tractor
11	Mar	9.0	Irrigate			1.50	Water, District	6.00	Al	5.56	AF	Irrigators
12	Mar	1.0	Remove Mulch	70	Flat Trailer	6.00						Tractor
												Other
13	Mar	7.0	Cultivate	70	Cultivator, Sweep, 4 Rw	4.00						Tractor
14	Mar	2.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.50	15-08-04, Lqd	35.00	Ga	310.00	Tn	Tractor
15	Apr	2.0	Apply Insecticide/Air	CST	Air Spray, 5 Gal Mix		Fenvalerate	0.50	Pt	140.69	Ga	4.75
							Endosulfan	1.50	Pt	34.80	Ga	
							Sulfur	0.25	Lb	0.69	Lb	
16	Apr	1.0	Apply Fungicide/Air									
17	Apr	2.0	Hand Weeding	CST	Hand Weeding							75.00
18	Apr	1.0	Pollinate	CST	Bee Hive Rental							15.00
19	May	1.0	Cut Melons	CST	Cut & Load Melons		Cantaloupe Cartons	381.00	Ct	0.70	Ct	1.55
20	May	1.0	Haul, Custom	CST	Haul Melons							0.25
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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