

Table 16A. Income and Cash Operating Summary; Spring Cantaloupe, Late, 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	Crtn	381.00	\$12.90	\$4,914.90	\$4,914.90	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					112.60	_____	
Tractor/Self Propelled					47.75	_____	
Irrigation					58.52	_____	
Other/ Contract					6.34	_____	
Chemicals and Custom Applications					226.54	_____	
Fertilizer					179.71	_____	
Insecticide					41.90	_____	
Other Chemicals					4.93	_____	
Farm Machinery and Vehicles					44.79	_____	
Diesel Fuel					18.11	_____	
Repairs and Maintenance					26.68	_____	
Irrigation Water (excluding labor)					25.00	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs & Seed/Transplants					20.01	_____	
Other Services and Rentals					168.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					596.94	_____	
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%					18.86	_____	
TOTAL CASH OPERATING EXPENSES					\$1,591.27	_____	
RETURNS OVER CASH OPERATING EXPENSES					\$3,323.63	_____	

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 16B. Allocations of Ownership Costs; Spring Cantaloupe, Late, 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	\$1,591.27		\$1,591.27	
RETURN OVER CASH OPERATING EXPENSES		\$3,323.63		\$3,323.63
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	5.22		5.22	
General and Office Overhead (5.0% of Total Operating Exp.)	79.56		79.56	
General Farm Maintenance (3.0% of Total Operating Exp.)	47.74		47.74	
Total Cash Overhead Expenses	132.52		132.52	
Total Cash Operating and Overhead Cost	1,723.79		1,723.79	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$3,191.11		\$3,191.11
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			28.51	
Interest on Equity, Machinery and Vehicles			12.00	
Total Capital Allocations			40.51	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$3,191.11		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$3,150.60
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 ----->		\$3,174.12		
RETURNS TO MANAGEMENT AND RISK ----->				\$3,115.04
Management Services (8% of Total Operation Expenses)			127.30	
TOTAL OWNERSHIP COST	149.51		335.89	
TOTAL COST	\$1,740.78		\$1,927.17	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$3,174.12		
RETURNS TO RISK (PROFITS) ----->				\$2,987.73
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$4.18		\$4.18
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.39		\$0.88
BREAK-EVEN PRICE TO COVER TOTAL COST		\$4.57		\$5.06

Table 16C. Variable Operating Costs; Spring Cantaloupe, Late, 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	Mar	Plant	0.360	0.800	5.06	7.80		20.01	32.87	1.0	32.87	L
9	Mar	Buck Rows	0.023	0.025	0.10	0.24			0.34	1.0	0.34	G
10	Mar	Irrigate		0.667		6.50		2.78	9.28	9.0	83.52	G
11	Mar	Cultivate	0.225	0.250	1.50	2.44			3.93	7.0	27.53	G
12	Mar	Apply Fert/Ground	0.257	0.286	2.93	2.79		63.68	69.40	2.0	138.80	G
13	Apr	Apply Insecticide/Air					4.75	16.20	20.95	2.0	41.90	G
14	Apr	Apply Fungicide/Air					4.75	0.18	4.93	1.0	4.93	G
15	Apr	Hand Weeding					75.00		75.00	2.0	150.00	G
16	Apr	Pollinate					15.00		15.00	1.0	15.00	G
17	May	Harvest 381 Ct					590.55	282.04	872.59	1.0	872.59	H
18	May	Haul, Custom 381 Ct					95.25		95.25	1.0	95.25	H
19	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					18.86				18.86	
TOTAL CASH OPERATING EXPENSES (includes all times over):					52.96	112.07	886.91	539.33			1591.27	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)	77.23
Growing (G)	519.70
Harvest (H)	967.84
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	26.50
Total (T)	1,591.27

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

	Prices	Budgeted					Break-even Price
		- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Yields		\$9.67	\$11.61	\$12.90	\$14.19	\$16.13	
- 25%	285.8	1,416.87	1,969.79	2,338.41	2,707.03	3,259.96	4.72
- 10%	342.9	1,824.62	2,488.13	2,930.47	3,372.81	4,036.32	4.35
Budgeted	381.0	2,096.45	2,833.69	3,325.18	3,816.67	4,553.90	4.17
+ 10%	419.1	2,368.29	3,179.25	3,719.88	4,260.52	5,071.48	4.02
+ 25%	476.3	2,776.04	3,697.58	4,311.94	4,926.31	5,847.85	3.85
Break-even Yield		87.16	68.57	60.03	53.38	45.78	

Table 16D. Resource and Cash Flow Requirements; Spring Cantaloupe, Late, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
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 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	2.62		23.16	48.42	52.35		3.00	126.93
MAR C	2.0	12.0	3.19		12.50	38.59	63.68	20.01		134.78
APR C	3.0	18.0	3.04	10.00	4.33	11.73	80.06		174.50	280.62
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				**					17.16	17.16
Total	9.0	54.0	11.55	25.00	52.96	112.07	212.29	302.05	886.91	1591.27
%				1.57	3.33	7.04	13.34	18.98	55.74	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 149.6
 Total P 206.2
 Total K 31.1
 Total Labor 11.6
 Total Water 54.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 22.4 Gal
 Unleaded Gas 3.0 Gal
 All Direct Energy 3.5 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 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	Laser, Complete System 0.22 Hr
Lister, 5 Bottom 0.22 Hr	Moldboard Plow, 4-16 2 0.45 Hr	Offset Disk, 13.5' 0.18 Hr
Offset Disk, 18' 0.45 Hr	Pickup Truck, 1/2 Ton 1.00 Hr	Planter, Drill Type, 4 Row 0.36 Hr
Rowbuck, 10' 0.02 Hr	Tractor, 50 PTO HP, 0.02 Hr	Tractor, 70 PTO HP, 1.57 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	Cantaloupe Cartons 381.00 Ct
Cantaloupe Sd 2.00 Lb	Endosulfan 3.00 Pt	Fenvalerate 1.00 Pt
Sulfur 0.25 Lb	Water, District 54.00 Al	

LABOR REQUIREMENT (per Acre)

Irrigators 6.00 Hr	Other 0.65 Hr	Tractor 4.90 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 16E. Schedule of Operations; Spring Cantaloupe, Late, 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 HP Self-Prop./ Implement	Job Rate Acres/Hr	Material Use and Cost Name	Appl. Rate \$ / Unit	Service Cost \$ / Unit	Labor 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, Complete System	2.00				Tractor 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
7	Feb	1.0	List	100 Lister, 5 Bottom	4.00				Tractor
8	Mar	1.0	Plant	100 Planter, Drill Type, 4 Row Bed Shaper, 4 Rw	2.50	Cantaloupe Sd	2.00 Lb	9.46	Lb
9	Mar	1.0	Buck Rows	50 Rowbuck, 10'	40.00				Tractor
10	Mar	9.0	Irrigate		1.50	Water, District	6.00 Al	5.56	AF
11	Mar	7.0	Cultivate	70 Cultivator, Sweep, 4 Rw	4.00				Tractor
12	Mar	2.0	Apply Fert/Ground	100 Fertilizer Injector, 4 Row	3.50	15-08-04, Lqd	35.00 Ga	310.00	Tn
13	Apr	2.0	Apply Insecticide/Air	CST Air Spray, 5 Gal Mix		Fenvalerate	0.50 Pt	140.69	Ga
						Endosulfan	1.50 Pt	34.80	Ga
14	Apr	1.0	Apply Fungicide/Air	CST Air Spray, 5 Gal Mix		Sulfur	0.25 Lb	0.69	Lb
15	Apr	2.0	Hand Weeding	CST Hand Weeding					75.00
16	Apr	1.0	Pollinate	CST Bee Hive Rental					15.00
17	May	1.0	Harvest	CST Cut & Load Melons		Cantaloupe Cartons	381.00 Ct	0.70	Ct
18	May	1.0	Haul, Custom	CST Haul Melons					1.55
19	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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