

**Table 12A. Income and Cash Operating Summary; Spring Honeydews, 1998**

COUNTY: Maricopa      FARM: Maricopa Veg 98      WATER SOURCE: Salt River Project      TILLAGE: Double Crop  
 CROP: Honeydew Melons      ACRES: 1.0      IRRIGATION SYSTEM: Flood Furrow      SOIL: Sandy-Loam  
 AREA: Salt River Project      YIELD: 593.0 Ct / Acre      PREVIOUS CROP: Safflower      DATE: 12/10/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Melons	Crtn	593.00	\$5.81	\$3,445.33	\$3,445.33	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)						107.77	_____
Tractor/Self Propelled					58.38		_____
Irrigation					49.39		_____
Chemicals and Custom Applications						358.35	_____
Fertilizer					179.71		_____
Insecticide					123.51		_____
Herbicide					50.39		_____
Other Chemicals					4.75		_____
Farm Machinery and Vehicles						49.76	_____
Diesel Fuel					19.89		_____
Repairs and Maintenance					29.88		_____
Irrigation Water (excluding labor)						13.33	_____
Water Assessment (See Note Below) **							_____
Other Purchased Inputs &						285.87	_____
Seed/Transplants					42.87		_____
Other Services and Rentals					243.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES						815.09	_____
CASH HARVEST AND POST HARVEST EXPENSES							
Custom Harvest/Post Harvest						1067.40	_____
Other Materials						846.58	_____
TOTAL HARVEST AND POST HARVEST EXPENSE						1913.98	_____
OPERATING OVERHEAD PICKUP USE						7.64	_____
OPERATING INTEREST AT 10.0%						12.75	_____
TOTAL CASH OPERATING EXPENSES						\$2,749.46	=====
RETURNS OVER CASH OPERATING EXPENSES						\$695.87	_____

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 12B. Allocations of Ownership Costs; Spring Honeydews, 1998**

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop  
 CROP: Honeydew Melons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 593.0 Ct / Acre PREVIOUS CROP: Safflower 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 \$5.81 / Ct	\$3,445.33		\$3,445.33	
TOTAL OPERATING EXPENSES	\$2,749.46		\$2,749.46	
RETURN OVER CASH OPERATING EXPENSES		\$695.87		\$695.87
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	5.55		5.55	
General and Office Overhead (5.0% of Total Operating Exp.)	137.47		137.47	
General Farm Maintenance (3.0% of Total Operating Exp.)	82.48		82.48	
Total Cash Overhead Expenses	225.50		225.50	
Total Cash Operating and Overhead Cost	2,974.97		2,974.97	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$470.36		\$470.36
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			30.85	
Interest on Equity, Machinery and Vehicles			11.53	
Total Capital Allocations			42.38	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$470.36		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$427.98
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 ----->		\$453.37		
RETURNS TO MANAGEMENT AND RISK ----->				\$392.42
Management Services (8% of Total Operation Expenses)			219.96	
TOTAL OWNERSHIP COST	242.49		523.40	
TOTAL COST	\$2,991.96		\$3,272.87	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$453.37		
RETURNS TO RISK (PROFITS) ----->				\$172.46
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )		\$4.64		\$4.64
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.41		\$0.88
BREAK-EVEN PRICE TO COVER TOTAL COST		\$5.05		\$5.52

**Table 12C. Variable Operating Costs; Spring Honeydews, 1998**

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop  
 CROP: Honeydew Melons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 593.0 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	Disk	0.150	0.167	2.44	1.63			4.07	1.0	4.07	L
2	Feb	Plow	0.450	0.500	6.51	4.87			11.38	2.0	22.76	L
3	Feb	Laser Level	0.450	0.500	4.50	4.87			9.37	0.5	4.69	L
4	Feb	Soil Fertility					3.00		3.00	1.0	3.00	G
5	Feb	Apply Fert/Ground	0.180	0.200	1.43	1.95		52.35	55.73	1.0	55.73	G
6	Feb	Apply Herbicide/Ground	0.225	0.250	1.15	2.44		50.39	53.98	1.0	53.98	G
7	Feb	Incorporate Herbicide	0.225	0.250	2.71	2.44			5.14	1.0	5.14	G
8	Feb	List	0.225	0.250	2.02	2.44			4.46	1.0	4.46	L
9	Mar	Shape Beds	0.180	0.200	1.73	1.95		78.22	81.90	1.0	81.90	L
10	Mar	Plant	0.360	0.400	3.08	3.90		42.87	49.85	1.0	49.85	L
11	Mar	Irrigate		0.667		6.50			6.50	2.0	13.00	G
12	Mar	Irrigate		0.267		2.60	0.95		3.55	14.0	49.73	G
13	Mar	Cultivate	0.225	0.250	1.50	2.44			3.93	6.0	23.60	G
14	Mar	Spike Furrows	0.225	0.250	1.43	2.44			3.87	3.0	11.61	G
15	Mar	Apply Fert/Ground	0.257	0.286	2.93	2.79		63.68	69.40	2.0	138.80	G
16	Mar	Thinning					75.00		75.00	1.0	75.00	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	Apr	Apply Insecticide/Air					4.75	17.97	22.72	1.0	22.72	G
20	May	Apply Insecticide/Air					4.75	22.57	27.32	1.0	27.32	G
21	May	Pick and Load 593 Ct					919.15	846.58	1765.73	1.0	1765.73	H
22	May	Haul 0					148.25		148.25	1.0	148.25	H
23	Jun	Disk Residue 593 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					12.75				12.75	
TOTAL CASH OPERATING EXPENSES (includes all times over):					57.98	107.19	1332.65	1251.64			2749.46	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)	171.61
Growing (G)	643.48
Harvest (H)	1,913.98
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	20.39
Total (T)	2,749.46

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

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Yields	\$4.36	\$5.23	\$5.81	\$6.39	\$7.26	Break-even Price
- 25%	444.8	-332.88	54.71	313.11	571.51	959.11
- 10%	533.7	-232.38	232.74	542.82	852.90	1,318.02
Budgeted	593.0	-165.38	351.42	695.95	1,040.48	1,557.28
+ 10%	652.3	-98.38	470.10	849.09	1,228.07	1,796.55
Break-even Yield	739.37	417.41	323.50	264.08	207.04	

**Table 12D. Resource and Cash Flow Requirements; Spring Honeydews, 1998**

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop  
 CROP: Honeydew Melons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 593.0 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			2.37		24.81	47.20	102.74		3.00	177.75
MAR C	5.0	18.0	4.02		15.04	31.46	141.90	42.87	75.00	306.27
APR C	6.0	12.0	2.64	5.00	5.73	19.11	81.65		169.75	281.24
MAY C	5.0	10.0	1.83	8.33	2.86	7.47	22.57	423.29	539.35	1003.87
JUN C			0.20		1.90	1.95		423.29	532.80	959.94
Pickup Use30 Mi/Acre						7.64				7.64
Operating Interest at 10.0									12.75	12.75
Water Assessment					**					
Total	16.0	40.0	11.06	13.33	57.98	107.19	348.86	889.45	1332.65	2749.46
%				0.48	2.11	3.90	12.69	32.35	48.47	100.00

TOTAL RESOURCE REQUIREMENTS ( per Acre)

Total N 149.6  
 Total P 206.2  
 Total K 31.1  
 Total Labor 11.1  
 Total Water 40.0

TOTAL ENERGY REQUIREMENTS ( per Acre)

Diesel Fuel 24.6 Gal  
 Unleaded Gas 3.0 Gal  
 All Direct Energy 3.8 M BTU

EQUIPMENT REQUIREMENTS ( per Acre)

Bed Shaper, 4 Rw	0.18 Hr	Cultivator, Sweep, 4 Rw	1.35 Hr	Directed Spray Rig, 8	0.22 Hr
Disk-Lister, 4 Rw	0.22 Hr	Drag Scraper, 10'	0.22 Hr	Fertilizer Broadcaster,	0.18 Hr
Fertilizer Injector, 4 Row	0.51 Hr	Furrow Spike, 4 Rw	0.67 Hr	Laser, Complete System	0.22 Hr
Lister, 5 Bottom	0.22 Hr	Moldboard Plow, 4-16 2	0.90 Hr	Offset Disk, 13.5'	0.18 Hr
Offset Disk, 18'	0.15 Hr	Pickup Truck, 1/2 Ton	1.00 Hr	Planter, Drill Type, 4 Row	0.36 Hr
Saddle Tk Sprayer, 2 Tk 8	0.18 Hr	Tractor, 25 PTO HP	0.36 Hr	Tractor, 50 PTO HP,	0.22 Hr
Tractor, 70 PTO HP,	2.03 Hr	Tractor, 100 PTO HP,	1.50 Hr	Tractor, 125 PTO HP,	0.22 Hr
Tractor, 150 PTO HP,	1.05 Hr				

MATERIALS REQUIREMENT ( per Acre)

11-48-00, Dry	300.00 Lb	15-08-04, Lqd	70.00 Ga	Benomyl	1.00 Lb
Bensulide	10.00 Pt	Endosulfan	1.00 Pt	Fenvalerate	2.00 Pt
Honeydew Seeds	2.00 Th	Imidacloprid	16.00 Oz	Water, District	40.00 Al
Waxed Cartons	593.00 Ct				

LABOR REQUIREMENT ( per Acre)

Irrigators 5.07 Hr Tractor 5.99 Hr

\*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 12E. Schedule of Operations; Spring Honeydews, 1998**

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop  
 CROP: Honeydew Melons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 593.0 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	1.0	Disk	150	Offset Disk, 18'	6.00						Tractor	
2	Feb	2.0	Plow	150	Moldboard Plow, 4-16 2	2.00						Tractor	
3	Feb	0.5	Laser Level	125	Drag Scraper, 10' Laser, Complete System	2.00						Tractor	
4	Feb	1.0	Soil Fertility	CST	Soil Analysis (Surface)						3.00	Ac	
5	Feb	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	5.00	11-48-00, Dry	300.00	Lb	330.00	Tn	Tractor	
6	Feb	1.0	Apply Herbicide/Ground	50	Directed Spray Rig, 8 Row	4.00	Bensulide	10.00	Pt	38.12	Ga	Tractor	
7	Feb	1.0	Incorporate Herbicide	100	Disk-Lister, 4 Rw	4.00						Tractor	
8	Feb	1.0	List	100	Lister, 5 Bottom	4.00						Tractor	
9	Mar	1.0	Shape Beds	100	Bed Shaper, 4 Rw Saddle Tk Sprayer, 2 Tk 8 Row	5.00	Imidacloprid	16.00	Oz	591.67	Ga	Tractor	
10	Mar	1.0	Plant	25	Planter, Drill Type, 4 Row	2.50	Honeydew Seeds	2.00	Th	20.27	Th	Tractor	
11	Mar	2.0	Irrigate			1.50	Water, District	6.00	Al	0.00	AF	Irrigators	
12	Mar	14.0	Irrigate			3.75	Water, District	2.00	Al	5.71	AF	Irrigators	
13	Mar	6.0	Cultivate	70	Cultivator, Sweep, 4 Rw	4.00						Tractor	
14	Mar	3.0	Spike Furrows	70	Furrow Spike, 4 Rw	4.00						Tractor	
15	Mar	2.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.50	15-08-04, Lqd	35.00	Ga	310.00	Tn	Tractor	
16	Mar	1.0	Thinning	CST	Thinning						75.00	Ac	
17	Apr	2.0	Hand Weeding	CST	Hand Weeding						75.00	Ac	
18	Apr	1.0	Pollinate	CST	Bee Hive Rental						15.00	Ac	
19	Apr	1.0	Apply Insecticide/Air	CST	Air Spray, 5 Gal Mix		Benomyl	1.00	Lb	17.35	Lb	4.75	Ac
							Fenvalerate	1.00	Pt	135.94	Ga		
20	May	1.0	Apply Insecticide/Air	CST	Air Spray, 5 Gal Mix		Fenvalerate	1.00	Pt	135.94	Ga	4.75	Ac
							Endosulfan	1.00	Pt	34.80	Ga		
21	May	1.0	Pick and Load	CST	Cut & Load Melons		Waxed Cartons	593.00	Ct	1.35	Ct	1.55	Ct
22	May	1.0	Haul	CST	Haul Melons							0.25	Ct
23	Jun	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.