

Table 19A. Income and Cash Operating Summary; Fall Cantaloupe, 2001

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Elect TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 237.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/1/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Melons	Crtm	237.00	\$7.02	\$1,663.74	\$1,663.74	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					101.61	_____
Tractor/Self Propelled				53.79		_____
Irrigation				40.92		_____
Other/ Contract				6.90		_____
Chemicals and Custom Applications					320.69	_____
Fertilizer				180.13		_____
Insecticide				58.43		_____
Herbicide				56.42		_____
Other Chemicals				25.70		_____
Farm Machinery and Vehicles					57.20	_____
Diesel Fuel				26.92		_____
Repairs and Maintenance				30.27		_____
Irrigation Water (excluding labor)					316.67	_____
Pump Energy - Electric				295.05		_____
Repairs and Maintenance				21.62		_____
Other Purchased Inputs &					268.07	_____
Seed/Transplants				25.07		_____
Other Services and Rentals				243.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1064.23	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					1.75	_____
Tractor/Self Propelled				1.75		_____
Farm Machinery and Vehicles					3.78	_____
Diesel Fuel				1.78		_____
Repairs and Maintenance				2.00		_____
Custom Harvest/Post Harvest					367.35	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					372.88	_____
OPERATING OVERHEAD -> PICKUP USE					13.69	_____
OPERATING INTEREST AT 10.0%					39.39	_____
TOTAL CASH OPERATING EXPENSES					\$1,490.19	_____
RETURNS OVER CASH OPERATING EXPENSES					\$173.55	_____

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

Table 19B. Allocations of Ownership Costs; Fall Cantaloupe, 2001

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Elect TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 237.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/1/01

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$7.02 / Ct	\$1,663.74		\$1,663.74	
TOTAL OPERATING EXPENSES	\$1,490.19		\$1,490.19	
RETURN OVER CASH OPERATING EXPENSES		\$173.55		\$173.55
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	5.92		5.92	
Wells and Irrigation System	7.79		7.79	
General and Office Overhead (5.0%of Total Operating Exp.)	74.51		74.51	
General Farm Maintenance (3.0% of Total Operating Exp.)	44.71		44.71	
Total Cash Overhead Expenses	132.92		132.92	
Total Cash Operating and Overhead Cost	1,623.11		1,623.11	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$40.63		\$40.63
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			33.81	
Wells and Irrigation System			28.90	
Interest on Equity, Machinery and Vehicles			12.66	
Wells and Irrigation System			15.45	
Total Capital Allocations			90.83	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$40.63		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$50.20)
Land Cost / Rent or Lease	150.00		150.00	
Total Land Costs	150.00		150.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$109.37)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$200.20)
Management Services (8% of Total Operation Expenses)			119.22	
TOTAL OWNERSHIP COST	282.92		492.96	
TOTAL COST	\$1,773.11		\$1,983.15	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$109.37)		
RETURNS TO RISK (PROFITS) ----->				(\$319.41)
Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$6.29		\$6.29
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.19		\$2.08
BREAK-EVEN PRICE TO COVER TOTAL COST		\$7.48		\$8.37

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Table 19C. Variable Operating Costs; Fall Cantaloupe, 2001

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Elect TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 237.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/1/01

No.	First Month	Operation	---- Hours * ----		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash Expenses	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total			Times
1	Jul	Disk	0.150	0.167	3.15	1.47			4.61	2.0	9.22	L
2	Jul	Rip	0.450	0.500	7.84	4.39			12.23	1.0	12.23	L
3	Jul	Laser Level	0.450	1.000	7.38	8.22			15.60	1.0	15.60	L
4	Jul	Soil Fertility					3.00		3.00	1.0	3.00	G
5	Jul	Apply Fert/Ground	0.180	0.200	1.49	1.75		52.47	55.72	1.0	55.72	G
6	Jul	Apply Herbicide/Ground	0.225	0.250	1.19	2.19		56.42	59.80	1.0	59.80	G
7	Jul	Incorporate Herbicide	0.225	0.250	2.78	2.19			4.97	1.0	4.97	G
8	Jul	List	0.225	0.250	2.10	2.19			4.29	1.0	4.29	L
9	Aug	Plant	0.360	0.800	5.18	6.58		25.07	36.83	1.0	36.83	L
10	Aug	Apply Fert/Ground	0.257	0.286	3.02	2.51		112.56	118.09	1.0	118.09	G
11	Aug	Buck Rows	0.023	0.025	0.10	0.22			0.32	8.0	2.58	G
12	Aug	Irrigate		0.667	39.58	5.12			44.70	8.0	357.59	G
13	Aug	Disk Ends	0.023	0.025	0.14	0.22			0.36	7.0	2.51	G
14	Aug	Cultivate	0.225	0.250	1.55	2.19			3.74	9.0	33.67	G
15	Aug	Apply Insect./Ground	0.225	0.250	1.19	2.19		5.19	8.57	1.0	8.57	G
16	Sep	Apply Fert/Ground	0.257	0.286	3.02	2.51		63.83	69.36	1.0	69.36	G
17	Sep	Thinning					75.00		75.00	1.0	75.00	G
18	Sep	Hand Weeding					75.00		75.00	2.0	150.00	G
19	Sep	Pollinate					15.00		15.00	1.0	15.00	G
20	Sep	Apply Insecticide/Air					4.24	25.98	30.22	1.0	30.22	G
21	Oct	Harvest 237 Ct					367.35		367.35	1.0	367.35	H
22	Dec	Residue Disposal 237 Ct	0.180	0.200	3.78	1.75			5.53	1.0	5.53	P
		Pickup Use 50 Mi/Acre	1.667		13.69						13.69	
		Operating Interest at 10.0					39.39				39.39	
TOTAL CASH OPERATING EXPENSES (includes all times over):											1490.19	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.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	78.17
Growing (G)	986.06
Harvest (H)	367.35
Post Harvest (P)	5.53
Marketing (M)	0.00
Operating Overhead (O)	53.08
Total (T)	\$1,490.19

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

Prices ->	Yields	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price
				\$5.26	\$6.32	\$7.02	
- 25%	177.8	-571.73	-384.56	-259.77	-134.99	52.18	8.48
- 10%	213.3	-440.49	-215.88	-66.15	83.59	308.20	7.33
Budgeted	237.0	-353.00	-103.43	62.94	229.31	478.87	6.75
+ 10%	260.7	-265.50	9.01	192.03	375.04	649.55	6.28
Break-even Yield		332.62	258.80	225.44	199.71	170.50	

Table 19D. Resource and Cash Flow Requirements; Fall Cantaloupe, 2001

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Elect TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 237.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/1/01

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
JUL C			2.78		29.07	23.87	108.89		3.00	164.83
AUG C	3.0	18.0	4.19		133.22	34.09	117.75	25.07		310.13
SEP C	3.0	18.0	3.19		127.14	25.75	89.81		244.24	486.94
OCT C	2.0	12.0	2.21		84.43	17.91			183.67	286.01
NOV C									183.67	183.67
DEC C			0.20		3.78	1.75				5.53
Pickup Use 50 Mi/Acre					13.69					13.69
Operating Interest at 10.0									39.39	39.39
Total	8.0	48.0	12.57		391.33	103.37	316.45	25.07	653.97	1490.19
%					26.26	6.94	21.24	1.68	43.89	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 149.6
 Total P 206.2
 Total K 31.1
 Total Labor 12.6
 Total Water 48.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 31.2 Gal
 Unleaded Gas 5.0 Gal
 Electric / Pumping 3413.3 KWH
 All Direct Energy 16.6 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.36 Hr	Cultivator, Sweep, 4 Rw	2.02 Hr	Directed Spray Rig, 8	0.45 Hr
Disk-Lister, 4 Rw	0.22 Hr	Drag Scraper, 10'	0.45 Hr	Fertilizer Broadcaster,	0.18 Hr
Fertilizer Injector, 4 Row	0.51 Hr	Laser, Complete System	0.45 Hr	Lister, 5 Bottom	0.22 Hr
Offset Disk, 18'	0.48 Hr	Pickup Truck, 1/2 Ton	1.67 Hr	Planter, Drill Type, 4 Row	0.36 Hr
Rowbuck, 10'	0.18 Hr	Tandem Disk, 12'	0.16 Hr	Tractor, 50 PTO HP,	0.79 Hr
Tractor, 70 PTO HP,	2.02 Hr	Tractor, 100 PTO HP,	1.50 Hr	Tractor, 200 PTO HP, 4WD	1.38 Hr
V-Ripper, 5 Shnk	0.45 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	Bifenthrin	1.00 Oz	Cantaloupe Sd	2.50 Lb
Endosulfan	1.25 Pt	Imidacloprid	10.00 Oz	Water, Pump	48.00 Al

LABOR REQUIREMENT (per Acre)

Irrigators	5.34 Hr	Other	0.90 Hr	Tractor	6.33 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

Table 19E. Schedule of Operations; Fall Cantaloupe, 2001

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMullen Valley, Elect TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 237.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/1/01

First No. Month Times	Operation	Equipment/ Custom Oper		Job Rate Acre/Hr	Material Use and Cost				Service Cost \$ / Unit	Labor Type
		HP	Self-Prop./ Implement		Name	Appl. Rate	\$ / Unit			
Jul	2.0 Disk		200 Offset Disk, 18'	6.00						Tractor
Jul	1.0 Rip		200 V-Ripper, 5 Shnk	2.00						Tractor
Jul	1.0 Laser Level		200 Drag Scraper, 10'	2.00						Tractor
			Laser, Complete System							Other
Jul	1.0 Soil Fertility		CST Soil Analysis (Surface)						3.00 Ac	
Jul	1.0 Apply Fert/Ground		100 Fertilizer Broadcaster,	5.00	11-48-00, Dry	300.00 Lb	330.00 Tn			Tractor
Jul	1.0 Apply Herbicide/Ground		50 Directed Spray Rig, 8 Row	4.00	Bensulide	10.00 Pt	42.58 Ga			Tractor
Jul	1.0 Incorporate Herbicide		100 Disk-Lister, 4 Rw	4.00						Tractor
Jul	1.0 List		100 Lister, 5 Bottom	4.00						Tractor
Aug	1.0 Plant		100 Planter, Drill Type, 4 Row	2.50	Cantaloupe Sd	2.50 Lb	9.46 Lb			Tractor
			Bed Shaper, 4 Rw							Other
Aug	1.0 Apply Fert/Ground		100 Fertilizer Injector, 4 Row	3.50	15-08-04, Lqd	35.00 Ga	310.00 Tn			Tractor
					Imidacloprid	10.00 Oz	588.40 Ga			
Aug	8.0 Buck Rows		50 Rowbuck, 10'	40.00						Tractor
Aug	8.0 Irrigate			1.50	Water, Pump	6.00 Al	79.17 AF			Irrigators
Aug	7.0 Disk Ends		50 Tandem Disk, 12'	40.00						Tractor
Aug	9.0 Cultivate		70 Cultivator, Sweep, 4 Rw	4.00						Tractor
Aug	1.0 Apply Insect./Ground		50 Directed Spray Rig, 8 Row	4.00	Bifenthrin	1.00 Oz	490.00 Ga			Tractor
					Endosulfan	0.25 Pt	34.08 Ga			
Sep	1.0 Apply Fert/Ground		100 Fertilizer Injector, 4 Row	3.50	15-08-04, Lqd	35.00 Ga	310.00 Tn			Tractor
Sep	1.0 Thinning		CST Thinning						75.00 Ac	
Sep	2.0 Hand Weeding		CST Hand Weeding						75.00 Ac	
Sep	1.0 Pollinate		CST Bee Hive Rental						15.00 Ac	
Sep	1.0 Apply Insecticide/Air		CST Air Spray, 3 Gal Mix		Benomyl	1.00 Lb	20.25 Lb		4.24 Ac	
					Endosulfan	1.00 Pt	34.08 Ga			
Oct	1.0 Harvest		CST Harv/pack/haul Melons						1.55 Ct	
Dec	1.0 Residue Disposal		200 Offset Disk, 18'	5.00						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.

Table 19F Operations Calendar; Fall Cantaloupe, 2001

COUNTY: La Paz FARM: Western Arizona Vegetables WATER SOURCE: McMullen/Valley, Elect TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 237 Ct/Acre PREVIOUS CROP: Wheat, Winter DATE: 03/25/2001

No.	Operation	Month and Times Operation Performed											
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1	Disk							2 C					
2	Rip							1 C					
3	Laser Level							1 C					
4	Soil Fertility							1 C					
5	Apply Fert/Ground							1 C					
6	Apply Herbicide/Ground							1 C					
7	Incorporate Herbicide							1 C					
8	List							1 C					
9	Plant								1 C				
10	Apply Fert/Ground								1 C				
11	Buck Rows								3 C	3 C	2 C		
12	Irrigate								3 C	3 C	2 C		
13	Disk Ends									1 C	3 C	3 C	
14	Cultivate								3 C	3 C	3 C		
15	Apply Insect/Ground									1 C			
16	Apply Fert/Ground									1 C			
17	Thinning									1 C			
18	Hand Weeding									2 C			
19	Pollinate									1 C			
20	Apply Insecticide/Air										1 C		
21	Harvest										.5 C	.5 C	
22	Disk Residue											1 C	

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