

Table 9A. Income and Cash Operating Summary; Fall Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg WATER SOURCE: Aguila, Nat Gas TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Aguila YIELD: 260.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 9/7/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Melons	Ctrn	260.00	\$13.10	\$3,406.00	\$3,406.00	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					109.82	_____
Tractor/Self Propelled				40.89		_____
Irrigation				65.02		_____
Other/ Contract				3.90		_____
Chemicals and Custom Applications					377.62	_____
Fertilizer				164.58		_____
Insecticide				143.55		_____
Herbicide				69.48		_____
Farm Machinery and Vehicles					47.40	_____
Diesel Fuel				19.44		_____
Repairs and Maintenance				27.96		_____
Irrigation Water (excluding labor)					242.81	_____
Natural Gas/Pumping				211.18		_____
Repairs and Maintenance				31.63		_____
Other Purchased Inputs &					189.00	_____
Seed/Transplants				15.00		_____
Other Services and Rentals				174.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					966.64	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Custom Harvest/Post Harvest					403.00	_____
Other Materials					192.37	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					595.37	_____
OPERATING OVERHEAD -> PICKUP USE					7.63	_____
OPERATING INTEREST AT 10.0%7.76						_____
TOTAL CASH OPERATING EXPENSES					\$1,577.40	_____
RETURNS OVER CASH OPERATING EXPENSES					\$1,828.60	_____

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

Table 9B. Allocations of Ownership Costs; Fall Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg WATER SOURCE: Aguila, Nat Gas TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Aguila YIELD: 260.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 9/7/01

47

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$13.10 / Ct	\$3,406.00		\$3,406.00	
TOTAL OPERATING EXPENSES	\$1,577.40		\$1,577.40	
RETURN OVER CASH OPERATING EXPENSES		\$1,828.60		\$1,828.60
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	4.20		4.20	
Wells and Irrigation System	12.01		12.01	
General and Office Overhead (5.0% of Total Operating Exp.)	78.87		78.87	
General Farm Maintenance (3.0% of Total Operating Exp.)	47.32		47.32	
Total Cash Overhead Expenses	142.40		142.40	
Total Cash Operating and Overhead Cost	1,719.80		1,719.80	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$1,686.20		\$1,686.20
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			23.91	
Wells and Irrigation System			67.97	
Interest on Equity, Machinery and Vehicles			11.61	
Wells and Irrigation System			36.41	
Total Capital Allocations			139.91	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$1,686.20		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$1,546.30
Land Cost / Rent or Lease	200.00		200.00	
Total Land Costs	200.00		200.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,486.20		
RETURNS TO MANAGEMENT AND RISK ----->				\$1,346.30
Management Services (8% of Total Operation Expenses)			126.19	
TOTAL OWNERSHIP COST	342.40		608.50	
TOTAL COST	\$1,919.80		\$2,185.90	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,486.20		
RETURNS TO RISK (PROFITS) ----->				\$1,220.10
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)		\$6.07		\$6.07
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.32		\$2.34
BREAK-EVEN PRICE TO COVER TOTAL COST		\$7.38		\$8.41

Table 9C. Variable Operating Costs; Fall Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg WATER SOURCE: Aguila, Nat Gas TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Aguila YIELD: 260.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 9/7/01

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	Jun	Rip	0.225	0.250	4.03	2.44			6.47	0.5	3.23	L
2	Jun	Disk	0.150	0.167	3.22	1.63			4.85	2.0	9.70	L
3	Jun	Plow	0.450	0.500	7.82	4.87			12.70	1.0	12.70	L
4	Jun	Laser Level	0.450	0.500	6.87	4.87			11.74	0.5	5.87	L
5	Jun	Soil Fertility					3.00		3.00	1.0	3.00	G
6	Jun	Apply Fungicide/Ground					4.24	8.98	13.22	1.0	13.22	G
7	Jun	Apply Fert/Ground	0.180	0.200	1.80	1.95		34.88	38.64	1.0	38.64	G
8	Jun	List	0.225	0.250	2.49	2.44			4.93	1.0	4.93	L
9	Jul	Plant	0.360	0.800	3.70	7.80		15.00	26.49	1.0	26.49	L
10	Jul	Apply Herbicide/Ground	0.225	0.250	1.92	2.44		56.26	60.61	1.0	60.61	G
11	Jul	Apply Insect./Ground	0.180	0.200	1.49	1.95		24.30	27.74	1.0	27.74	G
12	Jul	Buck Rows	0.045	0.050	0.34	0.49			0.82	4.0	3.30	G
13	Jul	Irrigate		0.667	24.28	6.50			30.78	7.0	215.48	G
14	Jul	Cultivate	0.225	0.250	1.90	2.44			4.34	4.0	17.36	G
15	Jul	Plant Fertility					6.00		6.00	1.0	6.00	G
16	Jul	Irrigate/Run Fertilizer		0.667	24.28	6.50		29.95	60.73	3.0	182.20	G
17	Jul	Thinning					75.00		75.00	1.0	75.00	G
18	Aug	Apply Insecticide/Air					9.50	54.88	64.38	2.0	128.76	G
19	Aug	Hand Weeding					75.00		75.00	1.0	75.00	G
20	Aug	Apply Fert/Ground	0.257	0.286	3.47	2.79		39.85	46.10	1.0	46.10	G
21	Aug	Pollinate					15.00		15.00	1.0	15.00	G
22	Sep	Harvest, Load & Haul 260					403.00	192.37	595.37	1.0	595.37	H
23	Sep	Disk Residue 260 Ct	0.180	0.200	3.87	1.95			5.81	1.0	5.81	L
		Pickup Use 30 Mi/Acre	1.000		7.63						7.63	
		Operating Interest at 10.0					7.76				7.76	
TOTAL CASH OPERATING EXPENSES (includes all times over):											1577.40	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.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	68.74
Growing (G)	897.90
Harvest (H)	595.37
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	15.39
Total (T)	\$1,577.40

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

Prices ->		- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Yields		\$9.83	\$11.79	\$13.10	\$14.41	\$16.38	Break-even Price
- 25%	195.0	485.58	868.75	1,124.20	1,379.65	1,762.83	7.33
- 10%	234.0	779.45	1,239.26	1,545.80	1,852.34	2,312.15	6.49
Budgeted	260.0	975.36	1,486.26	1,826.86	2,167.46	2,678.36	6.07
+ 10%	286.0	1,171.27	1,733.26	2,107.92	2,482.58	3,044.57	5.73
Break-even Yield		130.56	103.55	91.00	81.17	69.84	

Table 9D. Resource and Cash Flow Requirements; Fall Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg WATER SOURCE: Aguila, Nat Gas TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Aguila YIELD: 260.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 9/7/01

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
JUN C			1.66		24.01	16.17	43.87		7.24	91.29
JUL C	4.0	20.0	4.52		108.70	44.04	110.50	15.00	81.00	359.24
AUG C	5.0	25.0	4.22		129.35	41.15	124.68		94.75	389.93
SEP C	1.0	5.0	0.87		28.15	8.45	84.83	192.37	407.75	721.55
Pickup Use 30 Mi/Acre					7.63					7.63
Operating Interest at 10.0									7.76	7.76
Total	10.0	50.0	11.26		297.84	109.81	363.88	207.37	598.50	1577.40
%					18.88	6.96	23.07	13.15	37.94	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 370.5
 Total P 126.0
 Total K 15.0
 Total Labor 11.3
 Total Water 50.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 22.8 Gal
 Unleaded Gas 3.0 Gal
 Nat Gas/Pumping 500.8 Therms
 All Direct Energy 53.6 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.36 Hr	Cultivator, Sweep, 4 Rw	0.90 Hr	Directed Spray Rig, 8	0.18 Hr
Drag Scraper, 14'	0.22 Hr	Fertilizer Broadcaster,	0.18 Hr	Fertilizer Injector, 4 Row	0.26 Hr
Laser, Complete System	0.22 Hr	Lister, 5 Bottom	0.22 Hr	Moldboard Plow, 4-16 2	0.45 Hr
Offset Disk, 18'	0.48 Hr	Pickup Truck, 1/2 Ton	1.00 Hr	Planter, Flex 2 Line	0.36 Hr
Rowbuck, 10'	0.18 Hr	Saddle Tk Sprayer, 2 Tk 8	0.22 Hr	Tractor, 80 PTO HP	1.49 Hr
Tractor, 100 PTO HP	1.02 Hr	Tractor, 150 PTO HP	0.67 Hr	Tractor, 175 PTO HP	0.59 Hr
V-Ripper, 5 Shnk	0.11 Hr				

MATERIALS REQUIREMENT (per Acre)

10-10-05, Lqd	30.00 Ga	11-48-00, Dry	200.00 Lb	32-00-00, URAN 32, Lqd	90.00 Ga
Abamectin	10.00 Oz	Bensulide	10.00 Pt	Bifenthrin	10.00 Oz
Cantaloupe Cartons	260.00 Ct	Cantaloupe Sd	1.50 Lb	Endosulfan	2.00 Pt
Imidacloprid	5.00 Oz	Metam-sodium	10.00 Pt	Water, Pump	50.00 Al

LABOR REQUIREMENT (per Acre)

Irrigators	6.67 Hr	Other	0.40 Hr	Tractor	4.19 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

Table 9E. Schedule of Operations; Fall Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg WATER SOURCE: Aguila, Nat Gas TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Aguila YIELD: 260.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 9/7/01

First No. Month Times	Operation	Equipment/ Custom Oper HP Self-Prop./ Implement	Job Rate Acre/Hr	----- Material Use and Cost Name	----- Appl. Rate \$ / Unit	----- Service Cost \$ / Unit	Labor Type
Jun	0.5 Rip	175 V-Ripper, 5 Shnk	4.00				Tractor
Jun	2.0 Disk	175 Offset Disk, 18'	6.00				Tractor
Jun	1.0 Plow	150 Moldboard Plow, 4-16 2	2.00				Tractor
Jun	0.5 Laser Level	150 Drag Scraper, 14' Laser, Complete System	2.00				Tractor
Jun	1.0 Soil Fertility	CST Soil Analysis (Surface)				3.00 Ac	
Jun	1.0 Apply Fungicide/Ground	CST Air Spray, 3 Gal Mix		Metam-sodium	10.00 Pt 6.80 Ga	4.24 Ac	
Jun	1.0 Apply Fert/Ground	100 Fertilizer Broadcaster,	5.00	11-48-00, Dry	200.00 Lb 330.00 Tn		Tractor
Jun	1.0 List	100 Lister, 5 Bottom	4.00				Tractor
Jul	1.0 Plant	100 Planter, Flex 2 Line Bed Shaper, 4 Rw	2.50	Cantaloupe Sd	1.50 Lb 9.46 Lb		Tractor Other
Jul	1.0 Apply Herbicide/Ground	80 Saddle Tk Sprayer, 2 Tk 8	4.00	Bensulide	10.00 Pt 42.58 Ga		Tractor
Jul	1.0 Apply Insect./Ground	80 Directed Spray Rig, 8 Row	5.00	Imidacloprid	5.00 Oz 588.40 Ga		Tractor
Jul	4.0 Buck Rows	80 Rowbuck, 10'	20.00				Tractor
Jul	7.0 Irrigate		1.50	Water, Pump	5.00 Al 58.27 AF		Irrigators
Jul	4.0 Cultivate	80 Cultivator, Sweep, 4 Rw	4.00				Tractor
Jul	1.0 Plant Fertility	CST Plant Tissue Anal.(Petiole)				6.00 Ac	
Jul	3.0 Irrigate/Run Fertilizer		1.50	Water, Pump	5.00 Al 58.27 AF		Irrigators
Jul	1.0 Thinning	CST Thinning		32-00-00, URAN 32,	30.00 Ga 170.80 Tn		75.00 Ac
Aug	2.0 Apply Insecticide/Air	CST Air Spray, 5 Gal Mix		Bifenthrin	5.00 Oz 490.00 Ga	4.75 Ac	
				Endosulfan	1.00 Pt 33.17 Ga		
				Abamectin	5.00 Oz 732.91 Ga		
Aug	1.0 Hand Weeding	CST Hand Weeding				75.00 Ac	
Aug	1.0 Apply Fert/Ground	100 Fertilizer Injector, 4 Row	3.50	10-10-05, Lqd	30.00 Ga 251.33 Tn		Tractor
Aug	1.0 Pollinate	CST Bee Hive Rental				15.00 Ac	
Sep	1.0 Harvest, Load & Haul	CST Harv/pack/haul Melons		Cantaloupe Cartons	260.00 Ct 0.70 Ct	1.55 Ct	
Sep	1.0 Disk Residue	175 Offset Disk, 18'	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.

Table 9F. Operations Calendar; Fall Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg WATER SOURCE: AguiNG TILLAGE: Double Crop
 CROP: Cantaloupe ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Aguila YIELD: 260 Ct./Acre PREVIOUS CROP: Carrots DATE: 09/17/2001

No.	Operation	Month and Times Operation Performed											
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1	Rip						0.5 C						
2	Disk						2.0 C						
3	Plow						1.0 C						
4	Laser Level						0.5 C						
5	Soil Fertility						1.0 C						
6	Apply Fungicide/Ground						1.0 C						
7	Apply Fert/Ground						1.0 C						
8	List						1.0 C						
9	Plant												
10	Apply Herbicide/Ground							1.0 C					
11	Apply Insect/Ground							1.0 C					
12	Buck Rows							2.0 C	2.0 C				
13	Irrigate							3.0 C	4.0 C				
14	Cultivate							2.0 C	2.0 C				
15	Plant Fertility							1.0 C					
16	Irrigate/Run Fertilizer							1.0 C	1.0 C	1.0 C			
17	Thinning							1.0 C					
18	Apply Insecticide/Air								1.0 C	1.0 C			
19	Hand Weeding								1.0 C				
20	Apply Fert/Ground								1.0 C				
21	Pollinate								1.0 C				
22	Harvest, Load & Haul										1.0 C		
23	Disk Residue										1.0 C		

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