

Table 16A. Income and Cash Operating Summary; Spring Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg 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: 360.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 9/11/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Melons	Crtm	360.00	\$13.10	\$4,716.00	\$4,716.00	_____
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					259.04	_____
Fertilizer				179.62		_____
Insecticide				41.24		_____
Herbicide				33.76		_____
Other Chemicals				4.42		_____
Farm Machinery and Vehicles					49.36	_____
Diesel Fuel				20.35		_____
Repairs and Maintenance				29.01		_____
Irrigation Water (excluding labor)					25.00	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs &					574.01	_____
Seed/Transplants				20.00		_____
Other Services and Rentals				168.00		_____
Other Materials				386.02		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1026.51	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Custom Harvest/Post Harvest					1116.00	_____
Other Materials					266.36	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					1382.36	_____
OPERATING OVERHEAD -> PICKUP USE					7.63	_____
OPERATING INTEREST AT 10.0%					27.84	_____
TOTAL CASH OPERATING EXPENSES					\$2,444.34	_____
RETURNS OVER CASH OPERATING EXPENSES					\$2,271.66	_____

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

** A water assessment charge of \$10.14 per Acre is included as an ownership cost in Table B.

Table 16B. Allocations of Ownership Costs; Spring Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg 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: 360.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 9/11/01

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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	\$4,716.00		\$4,716.00	
TOTAL OPERATING EXPENSES	\$2,444.34		\$2,444.34	
RETURN OVER CASH OPERATING EXPENSES		\$2,271.66		\$2,271.66
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	5.69		5.69	
General and Office Overhead (5.0% of Total Operating Exp.)	122.22		122.22	
General Farm Maintenance (3.0% of Total Operating Exp.)	73.33		73.33	
Total Cash Overhead Expenses	201.24		201.24	
Total Cash Operating and Overhead Cost	2,645.58		2,645.58	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$2,070.42		\$2,070.42
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			31.04	
Interest on Equity, Machinery and Vehicles			13.44	
Total Capital Allocations			44.47	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$2,070.42		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$2,025.95
Land Cost / Rent or Lease	200.00		200.00	
Water Assessment **	10.14		10.14	
Total Land Costs	210.13		210.13	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,860.28		
RETURNS TO MANAGEMENT AND RISK ----->				\$1,815.81
Management Services (8% of Total Operation Expenses)			195.55	
TOTAL OWNERSHIP COST	411.38		651.40	
TOTAL COST	\$2,855.72		\$3,095.74	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,860.28		
RETURNS TO RISK (PROFITS) ----->				\$1,620.26
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)		\$6.79		\$6.79
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.14		\$1.81
BREAK-EVEN PRICE TO COVER TOTAL COST		\$7.93		\$8.60

Table 16C. Variable Operating Costs; Spring Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg 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: 360.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 9/11/01

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	Feb	Rip	0.450	0.500	5.71	4.87			10.59	0.5	5.29	L
2	Feb	Disk	0.150	0.167	2.44	1.63			4.07	3.0	12.20	L
3	Feb	Plow	0.450	0.500	6.50	4.87			11.37	1.0	11.37	L
4	Feb	Laser Level	0.450	1.000	4.49	9.75			14.24	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		52.32	55.70	1.0	55.70	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	6.51	7.80		53.75	68.07	1.0	68.07	L
9	Feb	Apply Mulch	0.150	0.333	0.89	3.25		386.02	390.15	1.0	390.15	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	1.49	2.44			3.93	7.0	27.51	G
14	Mar	Apply Fert/Ground	0.257	0.286	2.93	2.79		63.65	69.37	2.0	138.73	G
15	Apr	Apply Insecticide/Air					4.75	15.87	20.62	2.0	41.24	G
16	Apr	Apply Fungicide/Air					4.24	0.18	4.42	1.0	4.42	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	Harvest, Load & Haul 720					1116.00	266.36	1382.36	1.0	1382.36	H
20	May	Disk Residue 720 Ct	0.180	0.200	1.94	1.95			3.88	1.0	3.88	L
		Pickup Use 30 Mi/Acre	1.000		7.63						7.63	
		Operating Interest at 10.0						27.84			27.84	
TOTAL CASH OPERATING EXPENSES (includes all times over):											2444.34	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 \$10.14 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)						
		Prices ->	- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Land Preparation (L)	112.39	Yields	\$9.83	\$11.79	\$13.10	\$14.41	\$16.38	Break-even Price
Growing (G)	914.12							
Harvest (H)	1,382.36							
Post Harvest (P)	0.00	- 25%	270.0	422.34	952.89	1,306.59	1,660.29	2,190.84
Marketing (M)	0.00	- 10%	324.0	745.54	1,382.20	1,806.64	2,231.08	2,867.74
Operating Overhead (O)	35.47	Budgeted	360.0	961.00	1,668.40	2,140.00	2,611.60	3,319.00
		+ 10%	396.0	1,176.46	1,954.60	2,473.36	2,992.12	3,770.26
Total (T)	\$2,444.34	+ 25%	450.0	1,499.66	2,383.91	2,973.41	3,562.91	4,447.16
		Break-even Yield		199.43	150.14	128.90	112.93	95.22

Table 16D. Resource and Cash Flow Requirements; Spring Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg 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: 360.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 9/11/01

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
FEB C	1.0	6.0	3.75		27.75	36.57	86.08	406.01	3.00	559.41
MAR C	2.0	12.0	2.73		8.75	26.60	63.65			99.00
APR C	3.0	18.0	3.04	10.00	7.41	29.61	79.70		173.99	300.71
MAY C	3.0	18.0	2.25	15.00	1.49	21.94	15.87	87.90	373.03	515.23
JUN C			0.45		3.95	4.39		178.46	747.72	934.52
Pickup Use 30 Mi/Acre					7.63					7.63
Operating Interest at 10.0									27.84	27.84
Water Assessment				**						
Total	9.0	54.0	12.22	25.00	56.98	119.11	245.30	672.37	1325.58	2444.34
%				1.02	2.33	4.87	10.04	27.51	54.23	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 23.9 Gal
 Unleaded Gas 3.0 Gal
 All Direct Energy 3.7 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/Gramor, 4 Bd,6	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,	1.10 Hr	Tractor, 125 PTO HP,	0.59 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	360.00 Ct	Cantaloupe Sd	2.00 Lb	Endosulfan	3.00 Pt
Esfenvalerate	1.00 Pt	Plastic Mulch	8.80 TF	Sulfur	0.25 Lb
Water, District	54.00 Al				

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 \$10.14 per Acre is included as an ownership cost in Table B.

Table 16E. Schedule of Operations; Spring Cantaloupe, 2001

COUNTY: Maricopa FARM: Maricopa Veg 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: 360.0 Ct / Acre PREVIOUS CROP: Safflower DATE: 9/11/01

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
Feb	0.5 Rip	150 V-Ripper, 5 Shnk	2.00					Tractor
Feb	3.0 Disk	150 Offset Disk, 18'	6.00					Tractor
Feb	1.0 Plow	150 Moldboard Plow, 4-16 2	2.00					Tractor
Feb	0.5 Laser Level	125 Drag Scraper, 10' Laser, Complete System	2.00					Tractor Other
Feb	1.0 Soil Fertility	CST Soil Analysis (Surface)					3.00 Ac	
Feb	1.0 Apply Fert/Ground	100 Fertilizer Broadcaster,	5.00	11-48-00, Dry	300.00 Lb	330.00 Tn		Tractor
Feb	1.0 List	100 Lister, 5 Bottom	4.00					Tractor
Feb	1.0 Plant	125 Planter/Gramor, 4 Bd,6 Bed Shaper, 6 Rw Saddle Tk Sprayer, 2 Tk 8 Row	2.50	Cantaloupe Sd Bensulide	2.00 Lb 6.00 Pt	9.46 Lb 42.58 Ga		Tractor Other
Feb	1.0 Apply Mulch	70 Mulch Layer, 1 Rw	6.00	Plastic Mulch	8.80 TF	41.50 TF		Tractor Other
Mar	1.0 Buck Rows	50 Rowbuck, 10'	40.00					Tractor
Mar	9.0 Irrigate		1.50	Water, District	6.00 Al	5.56 AF		Irrigators
Mar	1.0 Remove Mulch	70 Flat Trailer	6.00					Tractor Other
Mar	7.0 Cultivate	70 Cultivator, Sweep, 4 Rw	4.00					Tractor
Mar	2.0 Apply Fert/Ground	100 Fertilizer Injector, 4 Row	3.50	15-08-04, Lqd	35.00 Ga	310.00 Tn		Tractor
Apr	2.0 Apply Insecticide/Air	CST Air Spray, 5 Gal Mix		Esfenvalerate	0.50 Pt	140.69 Ga	4.75 Ac	
				Endosulfan	1.50 Pt	33.17 Ga		
Apr	1.0 Apply Fungicide/Air	CST Air Spray, 3 Gal Mix		Sulfur	0.25 Lb	0.69 Lb	4.24 Ac	
Apr	2.0 Hand Weeding	CST Hand Weeding					75.00 Ac	
Apr	1.0 Pollinate	CST Bee Hive Rental					15.00 Ac	
May	1.0 Harvest, Load & Haul	CST Harv/pack/haul Melons		Cantaloupe Cartons	360.00 Ct	0.70 Ct	1.55 Ct	
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.

Table 16F. Operations Calendar; Spring Cantaloupe, 2001

COUNTY: Maricopa	FARM: Maricopa Veg	WATER SOURCE: SRP	TILLAGE: Double Crop
CROP: Spring Cantaloupe	ACRES: 1.0	IRRIGATION SYSTEM: Flood Furrow	SOIL: Sandy-Loam
AREA: Salt River Project	YIELD: 360 Ct./Acre	PREVIOUS CROP: Safflower	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		3.0 C										
3	Plow		1.0 C										
4	Laser Level		0.5 C										
5	Soil Fertility		1.0 C										
6	Apply Fert/Ground		1.0 C										
7	List		1.0 C										
8	Plant		1.0 C										
9	Apply Mulch		1.0 C										
10	Buck Rows			1.0 C									
11	Irrigate			2.0 C	3.0 C	3.0 C							
12	Remove Mulch			1.0 C									
13	Cultivate			3.0 C	3.0 C	1.0 C							
14	Apply Fert/Ground			1.0 C	1.0 C								
15	Apply Insecticide/Air				1.0 C	1.0 C							
16	Apply Fungicide/Air				1.0 C								
17	Hand Weeding				2.0 C								
18	Pollinate					1.0 C							
19	Harvest, Load & Haul					0.33 C	0.67 C						
20	Disk Residue						1.0 C						

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