

COUNTY: Cochise FARM: SE AZ Vegetables WATER SOURCE: Ks NG TILLAGE: Conventional  
 CROP: Pumpkins ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Kansas Settlement YIELD: 3.6 Tn/Acre PREVIOUS CROP: Cotton, Upland DATE: 08/20/95

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Pumpkins	Ton	3.60	\$102.0000	\$367.20	\$367.20	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					57.14	_____
Tractor/Self Propelled				25.61		_____
Irrigation				29.57		_____
Other/Contract				1.96		_____
Chemicals & Custom Applications					110.21	_____
Fertilizers				60.41		_____
Insecticides				23.03		_____
Herbicides				4.01		_____
Other Chemicals				22.76		_____
Farm Machinery and Vehicles					27.24	_____
Diesel Fuel				12.09		_____
Repairs & Maint.				15.15		_____
Irrigation (excluding labor)					150.45	_____
Natural Gas/Pumping				129.00		_____
Repairs & Maint.				21.45		_____
Other Purchased Inputs & Services					426.56	_____
Seed/Transplants				426.56		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					771.61	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					204.03	_____
Tractor/Self Propelled				47.23		_____
Other/Contract				156.79		_____
Farm Machinery and Vehicles					53.64	_____
Diesel Fuel				20.08		_____
Repairs & Maint.				33.56		_____
TOTAL HARVEST AND POST HARVEST EXPENSE					257.67	_____
OPERATING OVERHEAD->PICKUP USE					4.85	_____
OPERATING INTEREST AT 9.0%					18.33	_____
TOTAL CASH OPERATING EXPENSES					\$1,052.46	_____
RETURNS OVER CASH OPERATING EXPENSES					( \$685.26)	_____

Notes: The above figures do not include ownership costs, see Table 7B on Next Page for detailed cost allocation.

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Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 102.0000/Tn	\$367.20		\$367.20	
TOTAL OPERATING EXPENSES	1,052.45		1,052.45	
RETURN OVER CASH OPERATING EXPENSES		( \$685.25)		( \$685.25)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	7.74		7.74	
Wells & Irrig. System	10.92		10.92	
Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)	52.62		52.62	
General Farm Maint. ( 3% of Tot. Oper. Exp.)	31.57		31.57	
Total Cash Overhead Expenses	102.85		102.85	
Total Cash Oper. & Over. Cost	1,155.30		1,155.30	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		( 788.10)		( 788.10)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			46.37	
Wells & Irrig. System			43.73	
Interest on Equity, Machinery & Vehicles			24.30	
Wells & Irrig. System			21.99	
Total Capital Allocations			136.38	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		( 788.10)		
RETURNS TO LAND, MANAGEMENT & RISK				( 924.49)
Land Cost / Rent or Lease	45.00		45.00	
Total Land Costs	45.00		45.00	
RETURNS TO MANAGEMENT, CAPITAL & RISK		( 833.10)		
RETURNS TO MANAGEMENT & RISK				( 969.49)
Management Services ( 6% of Tot. Oper. Exp.)			63.14	
TOTAL OWNERSHIP COST	147.85		347.38	
TOTAL COST	\$1,200.30		\$1,399.84	
RETURN TO MANAGEMENT, CAPITAL & RISK		( \$833.10)		
RETURN TO RISK (PROFITS)				( \$1,032.64)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Tn)		\$292.34		\$292.34
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$41.07		\$96.49
BREAK-EVEN PRICE TO COVER TOTAL COST		\$333.41		\$388.84

Table 7C. Variable Operating Costs; Pumpkins, 1995

COUNTY: Cochise FARM: SE AZ Vegetables WATER SOURCE: Ks NG TILLAGE: Conventional  
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 AREA: Kansas Settlement YIELD: 3.6 Tn/Acre PREVIOUS CROP: Cotton, Upland DATE: 08/20/95

No.	Month	First Operation	Hours * -		Operating Costs (\$/Acre*)					Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total			Times
1	Apr	Disk	0.225	0.250	2.50	1.96			4.46	2.0	8.92	L
2	Apr	Apply Fert/Ground	0.075	0.083	0.69	0.65		29.93	31.27	1.0	31.27	G
3	Apr	Laser Level	0.900	2.000	8.65	14.37			23.02	0.3	6.91	L
4	Apr	Landplane	0.225	0.250	2.30	1.96			4.26	0.5	2.13	L
5	May	List	0.180	0.200	1.91	1.57			3.48	1.0	3.48	L
6	May	Buck Rows	0.022	0.025	0.15	0.20			0.35	3.0	1.06	G
7	May	Preirrigate		0.565	21.49	4.43			25.92	1.0	25.92	G
8	May	Scratch	0.180	0.200	1.26	1.57			2.83	1.0	2.83	G
9	Jun	Plant	0.225	0.250	1.89	1.96		426.56	430.41	1.0	430.41	L
10	Jun	Apply Insect./Ground	0.113	0.125	0.90	0.98		23.03	24.91	1.0	24.91	G
11	Jun	Remove Cap	0.150	0.167	1.05	1.31			2.36	1.0	2.36	G
12	Jun	Cult/Spread Herbicide	0.225	0.250	2.24	1.96		4.01	8.21	1.0	8.21	G
13	Jun	Irrigate		0.424	14.33	3.32			17.65	2.0	35.30	G
14	Jun	Disk Ends	0.022	0.025	0.25	0.20			0.45	3.0	1.34	G
15	Jul	Cultivate	0.300	0.333	2.37	2.61			4.98	1.0	4.98	G
16	Jul	Irrigate		0.337	14.33	2.64			16.97	6.0	101.82	G
17	Jul	Irrigate/Run Fertilizer		0.337	14.33	2.64		30.48	47.45	1.0	47.45	G
18	Aug	Apply Fungicide/Ground	0.150	0.167	1.25	1.31		11.38	13.94	2.0	27.89	G
19	Oct	Prepare Ends	0.022	0.025	0.25	0.20			0.45	1.0	0.45	H
20	Oct	Pick and Load	1.800	26.000	17.80	172.48			190.28	1.0	190.28	H
21	Oct	Haul 1 MI	3.600	4.000	35.60	31.36			66.96	1.0	66.96	H
22	Oct	Disk Residue	0.225	0.250	2.50	1.96			4.46	1.0	4.46	L
		Pickup Use 20 Mi/Ac	0.670		4.84						4.84	O
		Operating Interest at 9.00%						21.41			21.41	O
TOTAL CASH OPERATING EXPENSES:					\$236.20	\$261.19	\$21.41	\$536.77			\$1,055.57	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		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)								
		Prices ->		-25%	-10%	Budgeted	+10%	+25%		
Land Preparation (L)	\$456.29									
Growing (G)	315.32									
Harvest (H)	257.68	Yields		\$76.50	\$91.80	\$102.00	\$112.20	\$127.50		
Post Harvest (P)	0.00									
Marketing (M)	0.00		-25%	2.7	-784.59	-743.28	-715.74	-688.20	-646.89	367.09
Operating Overhead (O)	26.25		-10%	3.2	-781.93	-732.36	-699.31	-666.27	-616.69	317.83
			Budgeted	3.6	-780.16	-725.08	-688.36	-651.64	-596.56	293.21
Total (T)	\$1,055.56		+10%	3.9	-778.39	-717.80	-677.41	-637.02	-576.43	273.06
			+25%	4.5	-775.73	-706.88	-660.98	-615.08	-546.23	248.88
			Break-even Yield		162.12	39.45	26.22	19.64	14.26	

COUNTY: Cochise                      FARM: SE AZ Vegetables                      WATER SOURCE: Ks NG                      TILLAGE: Conventional  
 CROP: Pumpkins                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Kansas Settlement                      YIELD: 3.6 Tn/Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 08/20/95

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
APR C			1.30		9.43	9.86	29.93			49.23
MAY C	1.0	6.0	0.99		24.81	7.76				32.57
JUN C	1.0	4.0	1.29		21.04	10.12	27.04	426.56		484.77
JUL C	3.0	12.0	1.48		45.76	11.61	30.48			87.85
AUG C	3.0	12.0	1.34		45.50	10.54	22.76			78.80
SEP C	2.0	8.0	0.67		28.66	5.28				33.94
OCT C			30.27		56.14	205.99				262.13
Pickup Use	20 Mi/Ac				4.84					4.84
Operating Interest	at 9.0%								21.39	21.39
<b>Total</b>	<b>10.0</b>	<b>42.0</b>	<b>37.36</b>		<b>236.20</b>	<b>261.17</b>	<b>110.21</b>	<b>426.56</b>	<b>21.39</b>	<b>1,055.53</b>
<b>%</b>					<b>22.37</b>	<b>24.74</b>	<b>10.44</b>	<b>40.41</b>	<b>2.02</b>	<b>100.00</b>

TOTAL RESOURCES REQUIREMENTS(/Acre)		TOTAL ENERGY REQUIREMENTS(/Acre)	
Total N	124.1 lbs	Diesel Fuel	42.9 Gal
Total P	132.5 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	2.0 Gal
Total Labor	37.3 Hrs		
Total Water	42.0 AI	Natural Gas/Pumping	339.6 Therms
		All Direct Energy	40.1 M BTU

EQUIPMENT REQUIREMENTS(/Acre)					
Tractor, 125 PTO HP, MFWD	1.31 Hrs	Offset Disk, 12'	0.68 Hrs	Fertilizer Broadcaster, Towed	0.08 Hrs
Drag Scraper, 10'	0.27 Hrs	Laser Receiver, Mast System	0.27 Hrs	Laser Trailer	0.27 Hrs
Landplane 12'X 45'	0.11 Hrs	Lister, 5 Bottom	0.18 Hrs	Tractor, 100 PTO HP, MFWD	7.05 Hrs
Rowbuck, 10'	0.07 Hrs	Section Harrow, 4 Section	0.33 Hrs	Planter, Planet Jr, 4 Row	0.23 Hrs
Directed Spray Rig, 8 Row	0.11 Hrs	Rolling Cultivator, 4 Rw	0.53 Hrs	Saddle Tk Sprayer, 2 Tk 8 Row	0.53 Hrs
Offset Disk, 16.5'	0.09 Hrs	Vegetable Trailer Flat Bed	5.40 Hrs	Pickup Truck, 1/2 Ton	0.67 Hrs

MATERIALS REQUIREMENTS(/Acre)					
10-53-00, Dry	250.00 Lb	Water, Pump	42.00 AI	Pumpkin Seed (Hyb)	13.00 Th
Carbofuran	3.00 Pt	Trifluralin	1.00 Pt	32-00-00, URAN 32, Lqd	28.00 Ga
Benomyl	0.50 Lb	Triadimefon	0.24 Lb		

LABOR REQUIREMENTS(/Acre)					
Tractor	9.29 Hrs	Other	24.30 Hrs	Irrigators	3.77 Hrs

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

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 AREA: Kansas Settlement YIELD: 3.6 Tn/Acre PREVIOUS CROP: Cotton, Upland DATE: 08/20/95

No.	Month	First Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost		Service Cost \$/Unit	Labor \$/Unit	Type
				HP	Self-Prop./Implem.		Name	Appl. Rate			
1	Apr	2.0	Disk	125	Offset Disk, 12'	4.00					Tractor
2	Apr	1.0	Apply Fert/Ground	125	Fertilizer Broadcaster,	12.00	10-53-00, Dry	250.00 Lb	228.00 Tn		Tractor
3	Apr	0.3	Laser Level	125	Drag Scraper, 10' Laser Receiver, Mast Sy Laser Trailer	1.00					Tractor Other
4	Apr	0.5	Landplane	125	Landplane 12'X 45'	4.00					Tractor
5	May	1.0	List	125	Lister, 5 Bottom	5.00					Tractor
6	May	3.0	Buck Rows	100	Rowbuck, 10'	40.00					Tractor
7	May	1.0	Preirrigate			1.77	Water, Pump	6.00 AI	42.98 AF		Irrigator
8	May	1.0	Scratch	100	Section Harrow, 4 Secti	5.00					Tractor
9	Jun	1.0	Plant	100	Planter, Planet Jr, 4 R	4.00	Pumpkin Seed (Hyb)	13.00 Th	31.25 Th		Tractor
10	Jun	1.0	Apply Insect./Ground	100	Directed Spray Rig, 8	8.00	Carbofuran	3.00 Pt	58.50 Ga		Tractor
11	Jun	1.0	Remove Cap	100	Section Harrow, 4 Secti	6.00					Tractor
12	Jun	1.0	Cult/Spread Herbicide	100	Rolling Cultivator, 4 R Saddle Tk Sprayer, 2 Tk	4.00	Trifluralin	1.00 Pt	30.53 Ga		Tractor
13	Jun	2.0	Irrigate			2.36	Water, Pump	4.00 AI	42.98 AF		Irrigator
14	Jun	3.0	Disk Ends	100	Offset Disk, 16.5'	40.00					Tractor
15	Jul	1.0	Cultivate	100	Rolling Cultivator, 4 R	3.00					Tractor
16	Jul	6.0	Irrigate			2.97	Water, Pump	4.00 AI	42.98 AF		Irrigator
17	Jul	1.0	Irrigate/Run Fertiliz			2.97	Water, Pump	4.00 AI	42.98 AF		Irrigator
18	Aug	2.0	Apply Fungicide/Groun	100	Saddle Tk Sprayer, 2 Tk	6.00	32-00-00, URAN 32, Benomyl	28.00 Ga 0.25 Lb	187.50 Tn 15.57 Lb		Tractor
							Triadimefon	0.12 Lb	57.89 Lb		
19	Oct	1.0	Prepare Ends	100	Offset Disk, 16.5'	40.00					Tractor
20	Oct	1.0	Pick and Load	100	Vegetable Trailer Flat	0.50					Tractor Other Other
21	Oct	1.0	Haul	100	Vegetable Trailer Flat	0.25					Tractor
22	Oct	1.0	Disk Residue	125	Offset Disk, 12'	4.00					Tractor
			Pickup Use 20 Mi/Ac		Pickup Truck, 1/2 Ton	1.50					

\* NOTE: Machine times, labor times, and material rates are for one time over the designated acreage.