

Table 17A. Income and Cash Operating Summary; Spring Cantaloupe, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 360.0 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 10/8/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Melons	Ctrn	360.00	\$13.10	\$4,716.00	\$4,716.00	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					100.06	_____
Tractor/Self Propelled				43.92		_____
Irrigation				51.15		_____
Other/ Contract				4.98		_____
Chemicals and Custom Applications					186.07	_____
Fertilizer				129.65		_____
Herbicide				56.42		_____
Farm Machinery and Vehicles					44.30	_____
Diesel Fuel				18.45		_____
Repairs and Maintenance				25.86		_____
Irrigation Water (excluding labor)					111.67	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants				20.06	263.06	_____
Other Services and Rentals				243.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					705.15	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Custom Harvest/Post Harvest					558.00	_____
Other Materials					267.12	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					825.12	_____
OPERATING OVERHEAD -> PICKUP USE					7.66	_____
OPERATING INTEREST AT 10.0%					9.19	_____
TOTAL CASH OPERATING EXPENSES					\$1,547.12	_____
RETURNS OVER CASH OPERATING EXPENSES					\$3,168.88	_____

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Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.
 ** A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

Table 17B. Allocations of Ownership Costs; Spring Cantaloupe, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 360.0 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 10/8/01

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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	\$1,547.12		\$1,547.12	
RETURN OVER CASH OPERATING EXPENSES		\$3,168.88		\$3,168.88
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	4.99		4.99	
General and Office Overhead (5.0%of Total Operating Exp.)	77.36		77.36	
General Farm Maintenance (3.0% of Total Operating Exp.)	46.41		46.41	
Total Cash Overhead Expenses	128.76		128.76	
Total Cash Operating and Overhead Cost	1,675.88		1,675.88	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$3,040.12		\$3,040.12
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			27.64	
Interest on Equity, Machinery and Vehicles			12.08	
Total Capital Allocations			39.72	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$3,040.12		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$3,000.40
Land Cost / Rent or Lease	100.00		100.00	
Water Assessment **	12.50		12.50	
Total Land Costs	112.50		112.50	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$2,927.62		
RETURNS TO MANAGEMENT AND RISK ----->				\$2,887.90
Management Services (8% of Total Operation Expenses)			123.77	
TOTAL OWNERSHIP COST	241.26		404.75	
TOTAL COST	\$1,788.38		\$1,951.87	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$2,927.62		
RETURNS TO RISK (PROFITS) ----->				\$2,764.13
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)		\$4.30		\$4.30
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.67		\$1.12
BREAK-EVEN PRICE TO COVER TOTAL COST		\$4.97		\$5.42

Table 17C. Variable Operating Costs; Spring Cantaloupe, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 360.0 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 10/8/01

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	Disk	0.150	0.167	2.45	1.47			3.92	2.0	7.83	L
2	Feb	Plow	0.450	0.500	6.53	4.39			10.92	1.0	10.92	L
3	Feb	Laser Level	0.450	1.000	4.52	8.22			12.74	0.5	6.37	L
4	Feb	Soil Fertility					3.00		3.00	1.0	3.00	G
5	Feb	Apply Fert/Ground	0.180	0.200	1.44	1.75		34.98	38.17	1.0	38.17	G
6	Feb	Apply Herbicide/Ground	0.225	0.250	1.46	2.19		56.42	60.08	1.0	60.08	G
7	Feb	Incorporate Herbicide	0.225	0.250	2.31	2.19			4.50	1.0	4.50	G
8	Feb	List	0.225	0.250	2.03	2.19			4.23	1.0	4.23	L
9	Mar	Plant	0.360	0.800	5.08	6.58		20.06	31.71	1.0	31.71	L
10	Mar	Buck Rows	0.023	0.025	0.10	0.22			0.32	6.0	1.92	G
11	Mar	Irrigate		0.667		5.12		11.17	16.28	10.0	162.82	G
12	Mar	Disk Ends	0.023	0.025	0.14	0.22			0.36	6.0	2.15	G
13	Mar	Cultivate	0.225	0.250	1.50	2.19			3.70	6.0	22.18	G
14	Mar	Apply Fert/Ground	0.257	0.286	2.94	2.51		54.71	60.17	1.0	60.17	G
15	Mar	Thinning					75.00		75.00	1.0	75.00	G
16	Apr	Hand Weeding					75.00		75.00	2.0	150.00	G
17	Apr	Apply Fert/Ground	0.257	0.286	2.94	2.51		39.96	45.41	1.0	45.41	G
18	Apr	Pollinate					15.00		15.00	1.0	15.00	G
19	May	Harvest, Load & Haul 360					558.00	267.12	825.12	1.0	825.12	H
20	May	Disk Residue 360 Ct	0.180	0.200	1.95	1.75			3.70	1.0	3.70	L
		Pickup Use 30 Mi/Acre	1.000		7.66						7.66	
		Operating Interest at 10.0					9.19				9.19	
TOTAL CASH OPERATING EXPENSES (includes all times over):											1547.12	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 \$12.50 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	64.76
Growing (G)	640.39
Harvest (H)	825.12
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	16.85
Total (T)	\$1,547.12

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%	270.0	1,171.09	1,701.64	2,055.34	2,409.04	2,939.59	5.49
- 10%	324.0	1,577.88	2,214.54	2,638.98	3,063.42	3,700.08	4.96
Budgeted	360.0	1,849.06	2,556.46	3,028.06	3,499.67	4,207.06	4.69
+ 10%	396.0	2,120.25	2,898.39	3,417.15	3,935.91	4,714.05	4.47
+ 25%	450.0	2,527.03	3,411.28	4,000.78	4,590.29	5,474.53	4.21
Break-even Yield		114.54	90.84	79.83	71.20	61.27	

Table 17D. Resource and Cash Flow Requirements; Spring Cantaloupe, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 360.0 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 10/8/01

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			2.28		20.95	19.76	91.40		3.00	135.11
MAR C	4.0	16.0	4.58	44.67	12.87	36.78	54.71	20.06	75.00	244.09
APR C	3.0	12.0	2.91	33.50	6.56	23.34	39.96		165.00	268.36
MAY C	3.0	12.0	2.35	33.50	1.98	18.42				53.90
JUN C			0.20		1.95	1.75		267.12	558.00	828.82
Pickup Use 30 Mi/Acre					7.66					7.66
Operating Interest at 10.0 Water Assessment				**					9.19	9.19
Total	10.0	40.0	12.33	111.67	51.97	100.05	186.07	287.18	810.19	1547.12
%				7.22	3.36	6.47	12.03	18.56	52.37	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 101.9
 Total P 152.6
 Total K 28.3
 Total Labor 12.3
 Total Water 40.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 21.4 Gal
 Unleaded Gas 3.0 Gal
 All Direct Energy 3.3 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.36 Hr	Cultivator, Sweep, 4 Rw	1.35 Hr	Directed Spray Rig, 8	0.22 Hr
Drag Scraper, 10'	0.22 Hr	Fertilizer Broadcaster,	0.18 Hr	Fertilizer Injector, 4 Row	0.51 Hr
Laser, Complete System	0.22 Hr	Lister, 5 Bottom	0.22 Hr	Moldboard Plow, 4-16 2	0.45 Hr
Offset Disk, 10.5'	0.14 Hr	Offset Disk, 12'	0.22 Hr	Offset Disk, 13.5'	0.18 Hr
Offset Disk, 18'	0.30 Hr	Pickup Truck, 1/2 Ton	1.00 Hr	Planter, Drill Type, 4 Row	0.36 Hr
Rowbuck, 10'	0.14 Hr	Tractor, 50 PTO HP,	0.28 Hr	Tractor, 70 PTO HP,	1.57 Hr
Tractor, 100 PTO HP,	1.68 Hr	Tractor, 125 PTO HP,	0.22 Hr	Tractor, 150 PTO HP,	0.75 Hr

MATERIALS REQUIREMENT (per Acre)

10-10-05, Lqd	30.00 Ga	11-48-00, Dry	200.00 Lb	15-08-04, Lqd	30.00 Ga
Bensulide	10.00 Pt	Cantaloupe Cartons	360.00 Ct	Cantaloupe Sd	2.00 Lb
Water, District	40.00 Al				

LABOR REQUIREMENT (per Acre)

Irrigators	6.67 Hr	Other	0.65 Hr	Tractor	5.01 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

** A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

Table 17E. Schedule of Operations; Spring Cantaloupe, 2001

COUNTY: Pinal FARM: Southern AZ Veg WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 360.0 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 10/8/01

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		
Feb 2.0	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'	2.00					Tractor
			Laser, Complete System						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	200.00 Lb	330.00 Tn		Tractor
Feb 1.0	Apply Herbicide/Ground	70	Directed Spray Rig, 8 Row	4.00	Bensulide	10.00 Pt	42.58 Ga		Tractor
Feb 1.0	Incorporate Herbicide	100	Offset Disk, 12'	4.00					Tractor
Feb 1.0	List	100	Lister, 5 Bottom	4.00					Tractor
Mar 1.0	Plant	100	Planter, Drill Type, 4 Row	2.50	Cantaloupe Sd	2.00 Lb	9.46 Lb		Tractor
			Bed Shaper, 4 Rw						Other
Mar 6.0	Buck Rows	50	Rowbuck, 10'	40.00					Tractor
Mar 10.0	Irrigate			1.50	Water, District	4.00 Al	33.50 AF		Irrigators
Mar 6.0	Disk Ends	50	Offset Disk, 10.5'	40.00					Tractor
Mar 6.0	Cultivate	70	Cultivator, Sweep, 4 Rw	4.00					Tractor
Mar 1.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.50	15-08-04, Lqd	30.00 Ga	310.00 Tn		Tractor
Mar 1.0	Thinning		CST Thinning					75.00 Ac	
Apr 2.0	Hand Weeding		CST Thinning					75.00 Ac	
Apr 1.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.50	10-10-05, Lqd	30.00 Ga	251.33 Tn		Tractor
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 17F Operations Calendar; Spring Cantaloupe, 2001

COUNTY: Pinal FARM: Southern Vegetables WATER SOURCE: MSID TILLAGE: Conventional
 CROP: Cantaloupes ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 260 Ct/Acre PREVIOUS CROP: Wheat, Winter DATE: 10/08/01

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

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