

COUNTY: Cochise FARM: SE AZ Vegetables WATER SOURCE: Ks NG TILLAGE: Conventional
 CROP: Watermelons ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 7.6 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 08/20/95

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Melons	Ton	7.64	\$122.6000	\$936.66	\$936.66	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					59.53	_____
Tractor/Self Propelled				25.49		_____
Irrigation				32.07		_____
Other/Contract				1.96		_____
Chemicals & Custom Applications					53.76	_____
Fertilizers				49.75		_____
Herbicides				4.01		_____
Farm Machinery and Vehicles					29.76	_____
Diesel Fuel				12.34		_____
Repairs & Maint.				17.43		_____
Irrigation (excluding labor)					207.76	_____
Natural Gas/Pumping				178.14		_____
Repairs & Maint.				29.62		_____
Other Purchased Inputs & Services					106.63	_____
Seed/Transplants				31.63		_____
Other Services & Rentals				75.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					457.43	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					376.69	_____
Tractor/Self Propelled				63.11		_____
Other/Contract				313.58		_____
Farm Machinery and Vehicles					48.71	_____
Diesel Fuel				11.77		_____
Repairs & Maint.				36.94		_____
Other Materials					189.00	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					614.41	_____
OPERATING OVERHEAD->PICKUP USE					14.55	_____
OPERATING INTEREST AT 9.0%					4.15	_____
TOTAL CASH OPERATING EXPENSES					\$1,090.53	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$153.87)	_____

Notes: The above figures do not include ownership costs, see Table 9B 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 \$ 122.6000/Tn	\$936.66		\$936.66	
TOTAL OPERATING EXPENSES	1,090.52		1,090.52	
RETURN OVER CASH OPERATING EXPENSES		(\$153.86)		(\$153.86)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	7.04		7.04	
Wells & Irrig. System	15.08		15.08	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	54.52		54.52	
General Farm Maint. (3% of Tot. Oper. Exp.)	32.72		32.72	
Total Cash Overhead Expenses	109.36		109.36	
Total Cash Oper. & Over. Cost	1,199.89		1,199.89	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(263.23)		(263.23)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			47.27	
Wells & Irrig. System			60.39	
Interest on Equity, Machinery & Vehicles			16.44	
Wells & Irrig. System			30.37	
Total Capital Allocations			154.47	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		>(263.23)		
RETURNS TO LAND, MANAGEMENT & RISK				> (417.70)
Land Cost / Rent or Lease	45.00		45.00	
Total Land Costs	45.00		45.00	
RETURNS TO MANAGEMENT, CAPITAL & RISK		>(308.23)		
RETURNS TO MANAGEMENT & RISK				> (462.70)
Management Services (6% of Tot. Oper. Exp.)			65.43	
TOTAL OWNERSHIP COST	154.36		374.27	
TOTAL COST	\$1,244.89		\$1,464.79	
RETURN TO MANAGEMENT, CAPITAL & RISK		>(\$308.23)		
RETURN TO RISK (PROFITS)				>(\$528.13)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Tn)		\$142.73		\$142.73
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$20.20		\$48.98
BREAK-EVEN PRICE TO COVER TOTAL COST		\$162.94		\$191.72

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No.	Month	First Operation	Hours * -		Operating Costs (\$/Acre*)				Times	Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials				Total
1	Jan	Plow	0.321	0.357	4.50	2.80			7.30	1.0	7.30	L
2	Feb	Disk	0.225	0.250	2.50	1.96			4.46	2.0	8.92	L
3	Mar	Apply Fert/Ground	0.075	0.083	0.69	0.65		37.45	38.79	1.0	38.79	G
4	Feb	Laser Level	0.900	2.000	8.65	14.37			23.02	0.3	6.91	L
5	Mar	Landplane	0.225	0.250	2.30	1.96			4.26	0.5	2.13	L
6	Apr	List	0.180	0.200	1.91	1.57			3.48	1.0	3.48	L
7	Apr	Buck Rows	0.022	0.025	0.15	0.20			0.35	4.0	1.42	G
8	Apr	Preirrigate		0.565	28.66	4.43			33.09	1.0	33.09	G
9	Apr	Plant	0.333	0.370	3.72	2.90		31.63	38.25	1.0	38.25	L
10	May	Apply Herbicide/Ground	0.150	0.167	1.25	1.31		4.01	6.57	1.0	6.57	G
11	May	Cultivate	0.225	0.250	1.78	1.96			3.74	3.0	11.21	G
12	May	Irrigate		0.279	14.33	2.19			16.52	2.0	33.04	G
13	Jun	Thinning						75.00	75.00	1.0	75.00	G
14	Jun	Disk Ends	0.022	0.025	0.25	0.20			0.45	2.0	0.89	G
15	Jun	Irrigate		0.424	21.49	3.32			24.81	6.0	148.86	G
16	Jun	Irrigate/Run Fertilizer		0.424	21.49	3.32		12.30	37.11	1.0	37.11	G
17	Jul	Prepare Ends	0.022	0.025	0.25	0.20			0.45	2.0	0.89	H
18	Aug	Harvest, Load & Haul	3.600	28.000	24.11	188.16		94.50	306.77	2.0	613.54	H
19	Sep	Disk Residue	0.225	0.250	2.50	1.96			4.46	1.0	4.46	L
		Pickup Use 60 Mi/Ac	2.000		14.54						14.54	O
		Operating Interest at 9.00%						5.48			5.48	O
TOTAL CASH OPERATING EXPENSES:					\$300.77	\$436.25	\$80.48	\$274.39			\$1,091.89	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)	\$71.44								
Growing (G)	385.98								
Harvest (H)	614.43	Yields		\$91.95	\$110.34	\$122.60	\$134.86	\$153.25	Break-even
Post Harvest (P)	0.00								
Marketing (M)	0.00	-25%	5.7	-411.41	-306.03	-235.78	-165.53	-60.16	163.74
Operating Overhead (O)	20.02	-10%	6.8	-398.20	-271.75	-187.45	-103.15	23.29	149.86
		Budgeted	7.6	-389.39	-248.89	-155.23	-61.56	78.93	142.91
Total (T)	\$1,091.89	+10%	8.4	-380.58	-226.04	-123.00	-19.97	134.57	137.23
		+25%	9.5	-367.38	-191.75	-74.67	42.41	218.03	130.41
		Break-even Yield		41.42	15.95	11.32	8.77	6.55	

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Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
JAN C			0.35		4.50	2.80				7.30
FEB C			0.85		5.09	6.27				11.37
MAR C			0.45		4.34	3.59	37.45			45.38
APR C	1.0	8.0	1.16		34.44	9.09		31.63		75.16
MAY C	1.0	4.0	0.69		17.36	5.46	4.01			26.83
JUN C	3.0	18.0	1.87		68.83	14.68	12.30		75.00	170.80
JUL C	4.0	24.0	1.72		86.21	13.49				99.70
AUG C	1.0	4.0	56.32		62.95	378.88		189.00		630.83
SEP C			0.25		2.50	1.96				4.46
Pickup Use	60 Mi/Ac				14.54					14.54
Operating Interest	at 9.0%								5.49	5.49
Total	10.0	58.0	63.69		300.77	436.22	53.76	220.63	80.49	1,091.87
%					27.54	39.95	4.92	20.20	7.37	100.00

TOTAL RESOURCES REQUIREMENTS(/Acre)		TOTAL ENERGY REQUIREMENTS(/Acre)	
Total N	88.0 lbs	Diesel Fuel	32.1 Gal
Total P	60.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	6.0 Gal
Total Labor	63.6 Hrs		
Total Water	58.0 AI	Natural Gas/Pumping	469.0 Therms
		All Direct Energy	52.1 M BTU

EQUIPMENT REQUIREMENTS(/Acre)			
Tractor, 125 PTO HP, MFWD	1.63 Hrs	Moldboard Plow, 4-16 2 Way	0.32 Hrs
Drag Scraper, 10'	0.27 Hrs	Laser Receiver, Mast System	0.27 Hrs
Fertilizer Broadcaster, Towed	0.08 Hrs	Landplane 12'X 45'	0.11 Hrs
Tractor, 100 PTO HP, MFWD	1.33 Hrs	Rowbuck, 10'	0.09 Hrs
Planter, Stanhay, 2 Row	0.33 Hrs	Saddle Tk Sprayer, 2 Tk 8 Row	0.15 Hrs
Offset Disk, 16.5'	0.09 Hrs	Tractor, 40 PTO HP	7.20 Hrs
Pickup Truck, 1/2 Ton	2.00 Hrs	Vegetable Trailer Flat Bed	7.20 Hrs
		Offset Disk, 12'	0.68 Hrs
		Laser Trailer	0.27 Hrs
		Lister, 5 Bottom	0.18 Hrs
		Bed Shaper, 4 Rw	0.33 Hrs
		Rolling Cultivator, 4 Rw	0.68 Hrs

MATERIALS REQUIREMENTS(/Acre)			
16-20-00, Dry	300.00 Lb	Water, Pump	58.00 AI
Trifluralin	1.00 Pt	32-00-00, URAN 32, Lqd	11.30 Ga
		Watermelon Seed (OP)	2.00 Th
		Watermelon Bins	20.00 Ea

LABOR REQUIREMENTS(/Acre)			
Tractor	11.30 Hrs	Other	48.30 Hrs
		Irrigators	4.09 Hrs

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

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No.	First Month	Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost			Service Cost \$/Unit	Labor Type
				HP	Self-Prop./Implem.		Name	Appl. Rate	\$/Unit		
1	Jan	1.0	Plow	125	Moldboard Plow, 4-16 2	2.80					Tractor
2	Feb	2.0	Disk	125	Offset Disk, 12'	4.00					Tractor
3	Mar	1.0	Apply Fert/Ground	125	Fertilizer Broadcaster,	12.00	16-20-00, Dry	300.00 Lb	237.75 Tn		Tractor
4	Feb	0.3	Laser Level	125	Drag Scraper, 10' Laser Receiver, Mast Sy Laser Trailer	1.00					Tractor Other
5	Mar	0.5	Landplane	125	Landplane 12'X 45'	4.00					Tractor
6	Apr	1.0	List	125	Lister, 5 Bottom	5.00					Tractor
7	Apr	4.0	Buck Rows	100	Rowbuck, 10'	40.00					Tractor
8	Apr	1.0	Preirrigate			1.77	Water, Pump	8.00 AI	42.98 AF		Irrigator
9	Apr	1.0	Plant	100	Bed Shaper, 4 Rw Planter, Stanhay, 2 Row	2.70	Watermelon Seed (O	2.00 Th	15.06 Th		Tractor
10	May	1.0	Apply Herbicide/Groun	100	Saddle Tk Sprayer, 2 Tk	6.00	Trifluralin	1.00 Pt	30.53 Ga		Tractor
11	May	3.0	Cultivate	100	Rolling Cultivator, 4 R	4.00					Tractor
12	May	2.0	Irrigate			3.58	Water, Pump	4.00 AI	42.98 AF		Irrigator
13	Jun	1.0	Thinning		CST Thinning					75.00 Ac	
14	Jun	2.0	Disk Ends	100	Offset Disk, 16.5'	40.00					Tractor
15	Jun	6.0	Irrigate			2.36	Water, Pump	6.00 AI	42.98 AF		Irrigator
16	Jun	1.0	Irrigate/Run Fertiliz			2.36	Water, Pump	6.00 AI	42.98 AF		Irrigator
							32-00-00, URAN 32,	11.30 Ga	187.50 Tn		
17	Jul	2.0	Prepare Ends	100	Offset Disk, 16.5'	40.00					Tractor
18	Aug	2.0	Harvest, Load & Haul	40	Vegetable Trailer Flat	0.25	Watermelon Bins	10.00 Ea	9.00 Ea		Tractor Other Other
19	Sep	1.0	Disk Residue	125	Offset Disk, 12'	4.00					Tractor
			Pickup Use	60 Mi/Ac	Pickup Truck, 1/2 Ton	0.50					

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