

Table 1. Five Year Average Yields and Prices, Cochise Vegetables

	<u>Head Lettuce Spring</u>		<u>Arizona Chiles</u>		<u>Watermelons</u>		<u>Dry Onions</u>	
	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Tons)	Harvested Acres	Yield/Acre (cwt)	Harvested Acres	Yield/Acre (Cartons)
Cochise County Acreage and Yields								
1993	600	333	4,200	3.5	50	160.00	100	680
1994	300	568	4,000	4.0	50	180.00	150	534
1995	900	524	3,200	5.1			250	680
1996	500	514	2,500	3.8	100	100.00	300	706
1997	800	436	3,800	3.9	350	171.00	300	672
Average	620	475	3,540	4.1	138	152.75	220	654
Arizona Prices (Dollars per Carton)								
	<u>Head Lettuce Spring</u>		<u>Arizona Chiles</u>		<u>Watermelons</u>		<u>Dry Onions</u>	
	Price per	47.5	Price per	2000	Price per	100	Price per	50
	pound carton		pounds		pound container		pound sack	
1993	\$8.08		\$423.42		\$7.29		\$8.20	
1994	\$4.57		\$415.25		\$5.60		\$3.86	
1995	\$19.76		\$451.82		\$11.40		\$3.97	
1996	\$6.18		\$737.89		\$7.17		\$4.28	
1997	\$5.46		\$852.20		\$7.77		\$6.30	
Average	\$8.81		\$614.29		\$7.85		\$5.32	

Table 2. Representative Farm Description for Budget Estimation

	<u>Vegetables</u>	
	Cochise County	Greenlee County
General Characteristics		
Farm Size	500	300 Acres
Land Rent	\$50	\$50 / Acre
Property Tax Rate (Average)	\$14.4971	\$8.4948 / \$100 Assessment
Assessment Rate	16%	16% of Appraised Value
Appraised Land Value	\$368	\$400 / Acre
Land Cash Value	\$1,200	\$1,200 / Acre
Land Equity	100%	100%
Sales Tax	5.5%	5.5% of Material Purchases
General Overhead	3%	3% of Operating Costs
Office Overhead	2%	2% of Operating Costs
Maintenance Overhead	3%	3% of Operating Costs
Management Overhead	6%	8% of Operating Costs
Energy and Equipment		
Equipment Equity		
Machine Hours	90%	90%
Unleaded Gasoline	\$1.150	\$1.110 / Gallon
Diesel Fuel	\$0.763	\$0.745 / Gallon
L P Gas	\$0.900	\$1.170 / Gallon
Natural Gas	\$0.41286	\$0.35700 / cu.ft.
Electricity	\$0.07827	\$0.07853 / kwh
Lubrication Factor	15%	15% of Fuel Costs
Interest Rates		
Operating Credit	10%	10%
Long Term	6%	6%
Average Investment	10%	10%
Labor Benefits		
FICA	7.65%	7.65% of Cash Wages
Worker Compensation	8.45%	11.28% of Cash Wages
FUTA	1.56%	1.56% of Cash Wages
Fringe Benefits	13%	13% of Cash Wages