

Table 4A. Income and Cash Operating Summary; Green Chiles, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 12.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/24/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME	Gr. Chile	Ton	12.00	\$200.00	\$2,400.00	\$2,715.00
	Rd. Chile	Pound	700.00	\$0.45	\$315.00	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					56.79	
	Tractor/Self Propelled			29.02		
	Irrigation			25.73		
	Other/ Contract			2.05		
Chemicals and Custom Applications					149.25	
	Fertilizer			98.01		
	Insecticide			7.52		
	Herbicide			9.87		
	Other Chemicals			33.85		
Farm Machinery and Vehicles					34.95	
	Diesel Fuel			13.84		
	Repairs and Maintenance			21.11		
Irrigation (excluding labor)					189.43	
	Natural Gas/Pumping			161.85		
	Repairs and Maintenance			27.58		
Other Purchased Inputs &					255.56	
	Seed/Transplants			180.56		
	Other Services. and Rentals			75.00		
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					685.99	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					1.70	
	Tractor/Self Propelled			1.70		
Farm Machinery and Vehicles					1.70	
	Diesel Fuel			0.72		
	Repairs and Maintenance			0.98		
Custom Harvest/Post Harvest					1230.00	
TOTAL HARVEST AND POST HARVEST EXPENSE					1233.40	
OPERATING OVERHEAD PICKUP USE					20.60	
OPERATING INTEREST AT 10.0%					22.59	
TOTAL CASH OPERATING EXPENSES					\$1,962.58	
RETURNS OVER CASH OPERATING EXPENSES					\$752.42	

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

Table 4B. Allocations of Ownership Costs; Green Chiles, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
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 AREA: Kansas Settlement YIELD: 12.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/24/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$200.00 / Tn	\$2,715.00		\$2,715.00	
TOTAL OPERATING EXPENSES	\$1,962.58		\$1,962.58	
RETURN OVER CASH OPERATING EXPENSES		\$752.42		\$752.42
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	4.33		4.33	
Wells and Irrigation System	16.26		16.26	
General and Office Overhead (5.0% of Total Operating Exp.)	98.13		98.13	
General Farm Maintenance (3.0% of Total Operating Exp.)	58.88		58.88	
Total Cash Overhead Expenses	177.60		177.60	
Total Cash Operating and Overhead Cost	2,140.18		2,140.18	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$574.82		\$574.82
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			23.63	
Wells and Irrigation System			60.53	
Interest on Equity, Machinery and Vehicles			11.88	
Wells and Irrigation System			30.86	
Total Capital Allocations			126.90	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$574.82		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$447.92
Land Cost / Rent or Lease	50.00		50.00	
Total Land Costs	50.00		50.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$524.82		
RETURNS TO MANAGEMENT AND RISK ----->				\$397.92
Management Services (8% of Total Operation Expenses)			157.01	
TOTAL OWNERSHIP COST	227.60		511.51	
TOTAL COST	\$2,190.18		\$2,474.09	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$524.82		
RETURNS TO RISK (PROFITS) ----->				\$240.91
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$137.30		\$137.30
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$18.97		\$42.63
BREAK-EVEN PRICE TO COVER TOTAL COST		\$156.26		\$179.92

Table 4C. Variable Operating Costs; Green Chiles, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 12.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/24/98

No.	First Month	Operation	---- Hours * ----		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total			Times
1	Jan	Plow	0.321	0.357	4.04	2.92			6.96	1.0	6.96	L
2	Feb	Disk	0.225	0.250	2.76	2.05			4.80	2.0	9.61	L
3	Feb	Laser Level	0.900	2.000	11.09	15.01			26.11	0.3	7.83	L
4	Feb	Landplane	0.225	0.250	2.47	2.05			4.52	0.5	2.26	L
5	Feb	List	0.180	0.200	2.05	1.64			3.69	1.0	3.69	L
6	Mar	Apply Herbicide/Ground	0.150	0.167	1.64	1.37		9.87	12.88	1.0	12.88	G
7	Mar	Buck Rows	0.023	0.025	0.17	0.20			0.38	5.0	1.90	G
8	Mar	Preirrigate		0.424	21.05	2.89			23.94	1.0	23.94	G
9	Mar	Disk Ends	0.023	0.025	0.26	0.20			0.46	4.0	1.85	G
10	Mar	Apply Fert/Ground	0.150	0.167	1.73	1.37		37.45	40.55	1.0	40.55	G
11	Apr	Plant	0.225	0.250	3.48	2.05		180.56	186.09	1.0	186.09	L
12	Apr	Irrigate		0.279	14.03	1.90			15.94	10.0	159.35	G
13	May	Cultivate	0.200	0.222	1.81	1.82			3.63	5.0	18.16	G
14	Jun	Thinning					75.00		75.00	1.0	75.00	G
15	Jun	Irrigate/Run Fertilizer		0.278	14.03	1.90		30.28	46.21	2.0	92.42	G
16	Jun	Apply Fungicide/Air					5.23	6.05	11.28	3.0	33.85	G
17	Aug	Apply Insecticide/Air					4.75	2.77	7.52	1.0	7.52	G
18	Sep	Prepare Ends	0.022	0.025	1.70	1.70			3.40	1.0	3.40	H
19	Sep	Pick 12 Tn					900.00		900.00	1.0	900.00	H
20	Sep	Haul, Custom 12 Tn					120.00		120.00	1.0	120.00	H
21	Nov	Pick 1.5 Tn					120.00		120.00	1.0	120.00	H
22	Nov	Haul, Custom 1.5 Tn					90.00		90.00	1.0	90.00	H
23	Nov	Cut Stalks 1.5 Tn	0.164	0.182	1.49	1.49			2.99	1.0	2.99	P
24	Nov	Disk Residue 1.5 Tn	0.129	0.143	1.72	1.17			2.89	1.0	2.89	L
		Pickup Use80 Mi/Acre	2.667		20.60				20.60		20.60	
		Operating Interest at 10.0					22.59		22.59		22.59	
TOTAL CASH OPERATING EXPENSES (includes all times over):					247.49	58.49	1348.03	309.37		1962.58		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

Land Preparation (L)	219.34
Growing (G)	463.66
Harvest (H)	1,233.40
Post Harvest (P)	2.99
Marketing (M)	0.00
Operating Overhead (O)	43.19
Total (T)	\$1,962.58

SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%		
Yields	\$150.00	\$180.00	\$200.00	\$220.00	\$250.00	Break-even Price	
- 25%	9.0	-304.53	-34.53	145.47	325.47	595.47	183.84
- 10%	10.8	-219.55	104.45	320.45	536.45	860.45	170.33
Budgeted	12.0	-162.89	197.11	437.11	677.11	1,037.11	163.57
+ 10%	13.2	-106.23	289.77	553.77	817.77	1,213.77	158.05
Break-even Yield		15.45	9.45	7.50	6.22	4.96	

Table 4D. Resource and Cash Flow Requirements; Green Chiles, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 12.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/24/98

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
JAN C			0.86		6.65	4.97				11.62
FEB C			0.93		15.25	18.70				33.95
MAR C	1.0	6.0	0.81		24.78	6.04	47.32			78.14
APR C	2.0	8.0	0.83		31.67	4.16		180.56		215.60
MAY C	2.0	8.0	0.83		30.26	4.13				34.39
JUN C	3.0	12.0	1.33		42.54	7.86	36.33		80.23	166.88
JUL C	2.0	8.0	1.05		30.26	4.13	6.05		5.23	45.67
AUG C	3.0	12.0	0.84		42.09	5.64	39.10		9.98	96.81
SEP C			0.03		0.24	0.20			1020.00	1020.44
NOV C			0.32		3.15	2.66			210.00	210.00
Pickup Use80 Mi/Acre					20.60					20.60
Operating Interest at 10.0									22.59	22.59
Total	13.0	54.0	7.82		247.49	58.49	128.81	179.77	1348.03	1962.58
%					12.61	2.98	6.56	9.16	68.69	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 234.4
 Total P 106.0
 Total K 0.0
 Total Labor 7.8
 Total Water 54.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 18.6 Gal
 Unleaded Gas 8.0 Gal
 Nat Gas/Pumping 436.7 Therms
 All Direct Energy 47.3 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 6 Rw	0.22 Hr	Drag Scraper, 10'	0.27 Hr	Fert. Side Dress Unit,	0.15 Hr
Landplane 12'X 45'	0.11 Hr	Laser, Complete System	0.27 Hr	Lister, 7 Bottom	0.18 Hr
Moldboard Plow, 4-16 2	0.32 Hr	Offset Disk, 12'	0.45 Hr	Offset Disk, 16.5'	0.24 Hr
Pickup Truck, 1/2 Ton	2.67 Hr	Planter, Drill Type, 6 Row	0.22 Hr	Rolling Cultivator, 6 Rw	1.15 Hr
Rotary Stalk Cutter, 4 Row	0.16 Hr	Rowbuck, 10'	0.12 Hr	Saddle Tk Sprayer, 2 Tk 8	0.15 Hr
Tractor, 100 PTO HP,	1.92 Hr	Tractor, 125 PTO HP	0.27 Hr	Tractor, 125 PTO HP,	1.19 Hr

MATERIALS REQUIREMENT (per Acre)

11-53-00, Dry	200.00 Lb	32-00-00, URAN 32, Lqd	60.00 Ga	BT	0.25 Lb
Chile Pepper Sd (OP)	5.00 Lb	Copper hydroxide	6.75 Lb	Trifluralin	3.00 Pt
Water, Pump	54.00 Al				

LABOR REQUIREMENT (per Acre)

Irrigators	3.77 Hr	Other	0.30 Hr	Tractor	3.75 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

Table 4E. Schedule of Operations; Green Chiles, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 12.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/24/98

First No.	Month	Times	Operation	Equipment/ Custom Oper		Job Rate Acres/Hr	Material Use and Cost				Service Cost \$ / Unit	Labor Type	
				HP	Self-Prop./ Implement		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	Feb	0.3	Laser Level	125	Drag Scraper, 10'	1.00						Tractor	
					Laser, Complete System							Other	
4	Feb	0.5	Landplane	125	Landplane 12'X 45'	4.00						Tractor	
5	Feb	1.0	List	125	Lister, 7 Bottom	5.00						Tractor	
6	Mar	1.0	Apply Herbicide/Ground	100	Rolling Cultivator, 6 Rw Saddle Tk Sprayer, 2 Tk 8 Row	6.00	Trifluralin	3.00	Pt	24.95	Ga	Tractor	
7	Mar	5.0	Buck Rows	100	Rowbuck, 10'	40.00						Tractor	
8	Mar	1.0	Preirrigate			2.40	Water, Pump	6.00	AI	42.09	AF	Irrigators	
9	Mar	4.0	Disk Ends	100	Offset Disk, 16.5'	40.00						Tractor	
10	Mar	1.0	Apply Fert/Ground	100	Fert. Side Dress Unit,	6.00	11-53-00, Dry	200.00	Lb	355.00	Tn	Tractor	
11	Apr	1.0	Plant	100	Bed Shaper, 6 Rw Planter, Drill Type, 6 Row	4.00	Chile Pepper Sd (OP)	5.00	Lb	34.23	Lb	Tractor	
12	Apr	10.0	Irrigate			3.60	Water, Pump	4.00	AI	42.09	AF	Irrigators	
13	May	5.0	Cultivate	100	Rolling Cultivator, 6 Rw	4.50						Tractor	
14	Jun	1.0	Thinning		CST Thinning						75.00	Ac	
15	Jun	2.0	Irrigate/Run Fertilizer			3.60	Water, Pump	4.00	AI	42.09	AF	Irrigators	
							32-00-00, URAN 32,	30.00	Ga	173.00	Tn		
16	Jun	3.0	Apply Fungicide/Air		CST Air Spray, 7 Gal Mix		Copper hydroxide	2.25	Lb	2.55	Lb	5.23	Ac
17	Aug	1.0	Apply Insecticide/Air		CST Air Spray, 5 Gal Mix		BT	0.25	Lb	10.50	Lb	4.75	Ac
18	Sep	1.0	Prepare Ends	100	Offset Disk, 16.5'	40.00						Tractor	
19	Sep	1.0	Pick		CST Pick Green Chiles						75.00	Tn	
20	Sep	1.0	Haul, Custom		CST Haul Green Chiles						10.00	Tn	
21	Nov	1.0	Pick		CST Pick Red Chile after Green						80.00	Tn	
22	Nov	1.0	Haul, Custom		CST Haul Red Chiles						60.00	Tn	
23	Nov	1.0	Cut Stalks	100	Rotary Stalk Cutter, 4 Row	5.50						Tractor	
24	Nov	1.0	Disk Residue	125	Offset Disk, 16.5'	7.00						Tractor	
			Pickup use 80 Mi/Ac		Pickup Truck, 1/2 Ton	0.38							

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

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