

Table 5A. Income and Cash Operating Summary; Red Chiles, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, Elect TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 2,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 12/15/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME Red Chile	Pound	2,000.00	\$0.50	\$1,000.00	\$1,000.00	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					66.58	_____
Tractor/Self Propelled				39.25		_____
Irrigation				26.48		_____
Other/ Contract				0.85		_____
Chemicals and Custom Applications					127.30	_____
Fertilizer				74.56		_____
Insecticide				39.09		_____
Herbicide				13.65		_____
Farm Machinery and Vehicles					57.72	_____
Diesel Fuel				21.74		_____
Repairs and Maintenance				35.98		_____
Irrigation Water (excluding labor)					316.69	_____
Pump Energy - Electric				292.03		_____
Repairs and Maintenance				24.66		_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs &					480.56	_____
Seed/Transplants				180.56		_____
Other Services and Rentals				300.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1048.85	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					40.37	_____
Tractor/Self Propelled				29.00		_____
Other/Contract				11.38		_____
Farm Machinery and Vehicles					61.27	_____
Diesel Fuel				9.79		_____
Repairs and Maintenance				51.48		_____
Custom Harvest/Post Harvest					60.00	_____
Other Materials					10.02	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					171.66	_____
OPERATING OVERHEAD PICKUP USE					20.60	_____
OPERATING INTEREST AT 10.0%					48.43	_____
TOTAL CASH OPERATING EXPENSES					\$1,289.54	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$289.54)	_____

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

Table 5B. Allocations of Ownership Costs; Red Chiles, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, Elect TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 2,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 12/15/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$0.50 / Lb	\$1,000.00		\$1,000.00	
TOTAL OPERATING EXPENSES	\$1,289.54		\$1,289.54	
RETURN OVER CASH OPERATING EXPENSES		(\$289.54)		(\$289.54)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	9.86		9.86	
Wells and Irrigation System	13.97		13.97	
General and Office Overhead (5.0% of Total Operating Exp.)	64.48		64.48	
General Farm Maintenance (3.0% of Total Operating Exp.)	38.69		38.69	
Total Cash Overhead Expenses	127.00		127.00	
Total Cash Operating and Overhead Cost	1,416.54		1,416.54	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$416.54)		(\$416.54)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			68.78	
Wells and Irrigation System			48.22	
Interest on Equity, Machinery and Vehicles			24.20	
Wells and Irrigation System			26.53	
Total Capital Allocations			167.74	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$416.54)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$584.28)
Land Cost / Rent or Lease	50.00		50.00	
Total Land Costs	50.00		50.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$466.54)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$634.28)
Management Services (8% of Total Operation Expenses)			103.16	
TOTAL OWNERSHIP COST	177.00		447.90	
TOTAL COST	\$1,466.54		\$1,737.44	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$466.54)		
RETURNS TO RISK (PROFITS) ----->				(\$737.44)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$0.64		\$0.64
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.09		\$0.22
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.73		\$0.87

Table 5C. Variable Operating Costs; Red Chiles, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, Elect TILLAGE: Conventional
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 AREA: Kansas Settlement YIELD: 2,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 12/15/98

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	5.52	2.92			8.44	1.0	8.44	L
2	Jan	Rip	0.300	0.333	4.63	2.73			7.36	1.0	7.36	L
3	Feb	Apply Fert/Ground	0.150	0.167	1.60	1.37		36.21	39.18	1.0	39.18	G
4	Feb	Disk	0.225	0.250	4.04	2.05			6.09	2.0	12.17	L
5	Feb	Landplane	0.225	0.250	3.50	2.05			5.55	2.0	11.10	L
6	Feb	List	0.180	0.200	2.88	1.64			4.52	1.0	4.52	L
7	Mar	Buck Rows	0.023	0.050	0.22	0.38			0.59	5.0	2.96	G
8	Mar	Preirrigate		0.424	33.93	2.89			36.82	1.0	36.82	G
9	Mar	Disk Ends	0.023	0.025	0.19	0.20			0.39	4.0	1.57	G
10	Mar	Mulch	0.225	0.250	2.79	2.05			4.84	1.0	4.84	L
11	Apr	Plant	0.225	0.250	3.95	2.05		192.75	198.75	1.0	198.75	L
12	Apr	Remove Cap	0.180	0.200	1.70	1.64			3.33	1.0	3.33	G
13	Apr	Irrigate		0.279	22.62	1.90			24.52	10.0	245.25	G
14	May	Cultivate	0.225	0.250	2.51	2.05			4.55	4.0	18.22	G
15	Jun	Apply Herbicide/Ground	0.150	0.167	1.57	1.37		13.65	16.58	1.0	16.58	G
16	Jun	Thinning					75.00		75.00	1.0	75.00	G
17	Jun	Hand Weeding					75.00		75.00	3.0	225.00	G
18	Jul	Cultivate	0.150	0.167	1.67	1.37			3.04	3.0	9.12	G
19	Aug	Irrigate/Run Fertilizer		0.333	28.28	2.27		19.18	49.73	2.0	99.45	G
20	Aug	Apply Insecticide/Air					4.75	22.15	26.90	1.0	26.90	G
21	Sep	Prepare Ends	0.023	0.025	0.36	0.20			0.56	1.0	0.56	H
22	Oct	Harvest	1.500	3.334	46.36	25.03			71.39	1.0	71.39	H
23	Oct	Load Produce	1.500	1.667	12.72	13.65		10.02	36.39	1.0	36.39	H
24	Oct	Haul, Custom 1 Tn					60.00		60.00	1.0	60.00	H
25	Dec	Cut Stalks 1 Tn	0.164	0.182	1.83	1.49			3.32	1.0	3.32	P
26	Dec	Disk Residue 1 Tn	0.129	0.143	2.31	1.17			3.48	1.0	3.48	L
		Pickup Use80 Mi/Acre	2.667		20.60				20.60		20.60	
		Operating Interest at 10.0					48.43		48.43		48.43	
TOTAL CASH OPERATING EXPENSES (includes all times over):					457.15	106.08	413.18	313.13			1289.54	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)	250.65
Growing (G)	799.39
Harvest (H)	168.34
Post Harvest (P)	3.32
Marketing (M)	0.00
Operating Overhead (O)	69.03
Total (T)	\$1,289.55

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

		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Yields			\$0.38	\$0.45	\$0.50	\$0.55	\$0.63	Break-even Price
- 25%	1,500.0		-674.54	-562.04	-487.04	-412.04	-299.54	0.82
- 10%	1,800.0		-587.87	-452.87	-362.87	-272.87	-137.87	0.70
Budgeted	2,000.0		-530.09	-380.09	-280.09	-180.09	-30.09	0.64
+ 10%	2,200.0		-472.31	-307.31	-197.31	-87.31	77.69	0.59
Break-even Yield			3,834.84	3,044.48	2,676.70	2,388.20	2,055.83	

Table 5D. Resource and Cash Flow Requirements; Red Chiles, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, Elect TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 2,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 12/15/98

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			1.19		13.90	7.70				21.59
FEB C			0.87		7.81	5.05	36.21			49.07
MAR C	1.0	6.0	0.62		37.07	5.52				42.59
APR C	1.0	4.0	0.90		31.13	8.01	12.19	180.56		231.89
MAY C	2.0	8.0	0.88		54.12	4.53				58.65
JUN C	2.0	8.0	1.55		55.66	5.90	13.65		150.00	225.21
JUL C	2.0	8.0	0.97		47.28	3.85			75.00	126.13
AUG C	4.0	18.0	1.39		103.43	22.07	60.51		79.75	265.76
SEP C	1.0	4.0	0.30		22.97	2.11				25.08
OCT C			5.00		59.12	38.68		10.02	60.00	167.82
NOV C			0.32		4.06	2.66				6.72
Pickup Use	80	Mi/Acre			20.60					20.60
Operating Interest at	10.0								48.18	48.18
Total	13.0	56.0	14.01		457.15	106.08	122.56	190.58	413.18	1289.55
%					35.45	8.23	9.50	14.78	32.04	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 216.7
 Total P 38.8
 Total K 0.0
 Total Labor 14.0
 Total Water 56.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 40.4 Gal
 Unleaded Gas 8.0 Gal
 Electric / Pumping 3893.7 KWH
 All Direct Energy 19.9 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 6 Rw	0.22 Hr	Chili Harvester, SP 2 Row	1.50 Hr	Directed Spray Rig, 8	0.15 Hr
Flat Trailer	1.50 Hr	Landplane 12'X 45'	0.45 Hr	Lister, 7 Bottom	0.18 Hr
Moldboard Plow, 4-16 2	0.32 Hr	Offset Disk, 12'	0.09 Hr	Offset Disk, 16.5'	0.60 Hr
Pickup Truck, 1/2 Ton	2.67 Hr	Planter, Drill Type, 6 Row	0.22 Hr	Power Mulcher, 4 Row	0.22 Hr
Rolling Cultivator, 6 Rw	1.35 Hr	Rotary Stalk Cutter, 4 Row	0.16 Hr	Rowbuck, 10'	0.11 Hr
Saddle Tk Sprayer, 2 Tk 8	0.15 Hr	Section Harrow, 3 Section	0.18 Hr	Tractor, 60 PTO HP	1.59 Hr
Tractor, 100 PTO HP	2.56 Hr	Tractor, 125 PTO HP	0.02 Hr	Tractor, 150 PTO HP	1.83 Hr
V-Ripper, 5 Shnk	0.30 Hr				

MATERIALS REQUIREMENT (per Acre)

10-34-00, Lqd	10.00 Ga	32-00-00, URAN 32, Lqd	58.00 Ga	Boxes & Supplies	10.00 Ct
BT	2.00 Lb	Carbofuran	7.00 Lb	Chile Pepper Sd (OP)	5.00 Lb
Dicamba	1.00 Pt	Water, Pump	56.00 Al		

LABOR REQUIREMENT (per Acre)

Irrigators	3.88 Hr	Other	1.79 Hr	Tractor	8.33 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

Table 5E. Schedule of Operations; Red Chiles,1998

COUNTY:Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, Elect TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 2,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 12/15/98

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			
1	Jan	1.0	Plow	150	Moldboard Plow, 4-16 2	2.80						Tractor
2	Jan	1.0	Rip	150	V-Ripper, 5 Shnk	3.00						Tractor
3	Feb	1.0	Apply Fert/Ground	100	Saddle Tk Sprayer, 2 Tk 8	6.00	32-00-00, URAN 32,	20.00	Ga	173.00	Tn	Tractor
							10-34-00, Lqd	10.00	Ga	266.40	Tn	
4	Feb	2.0	Disk	150	Offset Disk, 16.5'	4.00						Tractor
5	Feb	2.0	Landplane	150	Landplane 12'X 45'	4.00						Tractor
6	Feb	1.0	List	150	Lister, 7 Bottom	5.00						Tractor
7	Mar	5.0	Buck Rows	100	Rowbuck, 10'	40.00						Tractor
												Other
8	Mar	1.0	Preirrigate			2.36	Water, Pump	6.00	Al	67.86	AF	Irrigators
9	Mar	4.0	Disk Ends	60	Offset Disk, 12'	40.00						Tractor
10	Mar	1.0	Mulch	100	Power Mulcher, 4 Rw	4.00						Tractor
11	Apr	1.0	Plant	100	Bed Shaper, 6 Rw	4.00	Chile Pepper Sd (OP)	5.00	Lb	34.23	Lb	Tractor
					Planter, Drill Type, 6 Row		Carbofuran	7.00	Lb	1.65	Lb	
12	Apr	1.0	Remove Cap	100	Section Harrow, 3 Section	5.00						Tractor
13	Apr	10.0	Irrigate			3.58	Water, Pump	4.00	Al	67.86	AF	Irrigators
14	May	4.0	Cultivate	100	Rolling Cultivator, 6 Rw	4.00						Tractor
15	Jun	1.0	Apply Herbicide/Ground	100	Directed Spray Rig, 8	6.00	Dicamba	1.00	Pt	103.50	Ga	Tractor
16	Jun	1.0	Thinning		CST Thinning							75.00 Ac
17	Jun	3.0	Hand Weeding		CST Hand Weeding							75.00 Ac
18	Jul	3.0	Cultivate	100	Rolling Cultivator, 6 Rw	6.00						Tractor
19	Aug	2.0	Irrigate/Run Fertilizer			3.00	Water, Pump	5.00	Al	67.86	AF	Irrigators
							32-00-00, URAN 32,	19.00	Ga	173.00	Tn	
							BT	2.00	Lb	10.50	Lb	4.75 Ac
20	Aug	1.0	Apply Insecticide/Air		CST Air Spray, 5 Gal Mix							Tractor
21	Sep	1.0	Prepare Ends		125 Offset Disk, 16.5'	40.00						Tractor
22	Oct	1.0	Harvest		Chili Harvester, SP 2 Row	0.60						Tractor
												Other
23	Oct	1.0	Load Produce	60	Flat Trailer	0.60	Boxes & Supplies	10.00	Ct	0.95	Ct	Tractor
24	Oct	1.0	Haul, Custom		CST Haul Red Chiles							60.00 Tn
25	Dec	1.0	Cut Stalks	100	Rotary Stalk Cutter, 4 Row	5.50						Tractor
26	Dec	1.0	Disk Residue	150	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.