

Table 3A. Income and Cash Operating Summary; Red Chiles, 1998

COUNTY: Greenlee FARM: Greenlee County 98 WATER SOURCE: Duncan East, Electric TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Duncan Valley YIELD: 2,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/25/98

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)					288.88	
Tractor/Self Propelled				39.25		
Hand				217.00		
Irrigation				31.77		
Other/ Contract				0.85		
Chemicals and Custom Applications					127.30	
Fertilizer				74.56		
Insecticide				39.09		
Herbicide				13.65		
Farm Machinery and Vehicles					55.69	
Diesel Fuel				20.59		
Repairs and Maintenance				35.11		
Irrigation (excluding labor)					64.73	
Pump Energy - Electric				59.12		
Repairs and Maintenance				5.60		
Other Purchased Inputs & Seed/Transplants				180.56	180.56	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					717.16	
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					60.98	
Diesel Fuel				9.53		
Repairs and Maintenance				51.45		
Custom Harvest/Post Harvest					60.00	
Other Materials					10.02	
TOTAL HARVEST AND POST HARVEST EXPENSE					171.37	
OPERATING OVERHEAD	PICKUP USE				20.19	
OPERATING INTEREST AT 10.0%					28.61	
TOTAL CASH OPERATING EXPENSES					\$937.33	
RETURNS OVER CASH OPERATING EXPENSES					\$62.67	

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

Table 3B. Allocations of Ownership Costs; Red Chiles, 1998

COUNTY: Greenlee FARM: Greenlee County 98 WATER SOURCE: Duncan East, Electric TILLAGE: Conventional
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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 \$0.50 / Lb	\$1,000.00		\$1,000.00	
TOTAL OPERATING EXPENSES	\$937.33		\$937.33	
RETURN OVER CASH OPERATING EXPENSES		\$62.67		\$62.67
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	9.70		9.70	
Wells and Irrigation System	3.45		3.45	
General and Office Overhead (5.0% of Total Operating Exp.)	46.87		46.87	
General Farm Maintenance (3.0% of Total Operating Exp.)	28.12		28.12	
Total Cash Overhead Expenses	88.13		88.13	
Total Cash Operating and Overhead Cost	1,025.46		1,025.46	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$25.46)		(\$25.46)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			67.80	
Wells and Irrigation System			24.88	
Interest on Equity, Machinery and Vehicles			24.06	
Wells and Irrigation System			9.10	
Total Capital Allocations			125.83	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$25.46)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$151.30)
Land Cost / Rent or Lease	50.00		50.00	
Total Land Costs	50.00		50.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$75.46)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$201.30)
Management Services (8% of Total Operation Expenses)			74.99	
TOTAL OWNERSHIP COST	138.13		338.95	
TOTAL COST	\$1,075.46		\$1,276.28	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$75.46)		
RETURNS TO RISK (PROFITS) ----->				(\$276.28)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$0.47		\$0.47
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.07		\$0.17
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.54		\$0.64

Table 3C. Variable Operating Costs; Red Chiles, 1998

COUNTY:Greenlee FARM: Greenlee County 98 WATER SOURCE: Duncan East, Electric TILLAGE: Conventional
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 AREA: Duncan Valley YIELD: 2,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/25/98

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	5.47	2.92			8.39	1.0	8.39	L
2	Jan	Rip	0.300	0.333	4.58	2.73			7.31	1.0	7.31	L
3	Feb	Apply Fert/Ground	0.150	0.167	1.59	1.37		36.21	39.16	1.0	39.16	G
4	Feb	Disk	0.225	0.250	3.29	2.05			5.34	2.0	10.68	L
5	Feb	Landplane	0.225	0.250	3.01	2.05			5.05	2.0	10.11	L
6	Feb	List	0.180	0.200	2.48	1.64			4.12	1.0	4.12	L
7	Mar	Buck Rows	0.023	0.050	0.22	0.38			0.59	5.0	2.95	G
8	Mar	Preirrigate		0.424	6.94	3.47			10.41	1.0	10.41	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	3.35	2.05			5.40	1.0	5.40	L
11	Apr	Plant	0.225	0.250	4.51	2.05		192.75	199.30	1.0	199.30	L
12	Apr	Remove Cap	0.180	0.200	1.68	1.64			3.32	1.0	3.32	G
13	Apr	Irrigate		0.279	4.62	2.28			6.91	10.0	69.08	G
14	May	Cultivate	0.225	0.250	2.48	2.05			4.53	4.0	18.12	G
15	Jun	Apply Herbicide/Ground	0.150	0.167	1.55	1.37		13.65	16.57	1.0	16.57	G
16	Jun	Thinning		25.00		204.72			204.72	1.0	204.72	G
17	Jun	Hand Weeding		0.500		4.09			4.09	3.0	12.28	G
18	Jul	Cultivate	0.150	0.167	1.66	1.37			3.02	3.0	9.07	G
19	Aug	Irrigate/Run Fertilizer		0.333	5.78	2.73		19.18	27.68	2.0	55.37	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	0.30	0.20			0.50	1.0	0.50	H
22	Oct	Harvest	1.500	3.334	47.10	26.05			73.15	1.0	73.15	H
23	Oct	Load Produce	1.500	1.667	12.95	14.75		10.02	37.72	1.0	37.72	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	1.81	1.49			3.30	1.0	3.30	P
26	Dec	Disk Residue 1 Tn	0.129	0.143	2.29	1.17			3.46	1.0	3.46	L
		Pickup Use80 Mi/Acre	2.667		20.19				20.19		20.19	
		Operating Interest at 10.0					28.61		28.61		28.61	
TOTAL CASH OPERATING EXPENSES (includes all times over):					203.24	327.60	93.36	313.13		937.33		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 THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)							
		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%		
Land Preparation (L)	248.77	Yields	\$0.38	\$0.45	\$0.50	\$0.55	\$0.63	Break-even Price	
Growing (G)	468.39								
Harvest (H)	171.37								
Post Harvest (P)	3.30	- 25%	1,500.0	-333.57	-221.07	-146.07	-71.07	41.43	0.60
Marketing (M)	0.00	- 10%	1,800.0	-246.85	-111.86	-21.85	68.15	203.15	0.51
Operating Overhead (O)	48.80	Budgeted	2,000.0	-189.04	-39.04	60.96	160.96	310.96	0.47
		+ 10%	2,200.0	-131.23	33.77	143.77	253.77	418.77	0.43
Total (T)	\$937.33	Break-even Yield		2,654.02	2,107.25	1,852.78	1,653.15	1,423.14	

Table 3D. Resource and Cash Flow Requirements; Red Chiles, 1998

COUNTY: Greenlee FARM: Greenlee County 98 WATER SOURCE: Duncan East, Electric TILLAGE: Conventional
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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		13.07	7.70				20.77
FEB C			0.87		6.93	5.05	36.21			48.19
MAR C	1.0	6.0	0.62		10.62	6.10				16.72
APR C	1.0	4.0	0.90		14.21	8.39	12.19	180.56		215.35
MAY C	2.0	8.0	0.88		15.75	11.54				27.29
JUN C	2.0	8.0	27.05		20.93	215.09	13.65			249.67
JUL C	2.0	8.0	1.47		11.26	8.33				19.59
AUG C	4.0	18.0	1.89		22.43	16.38	60.51		4.75	104.07
SEP C	1.0	4.0	0.30		4.91	2.49				7.40
OCT C			5.00		58.91	43.87		10.02	60.00	172.80
DEC C			0.32		4.02	2.66				6.68
Pickup Use80 Mi/Acre					20.19					20.19
Operating Interest at 10.0									28.61	28.61
Total	13.0	56.0	40.51		203.23	327.60	122.55	190.58	93.36	937.33
%					21.68	34.95	13.08	20.33	9.96	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 216.7
 Total P 38.8
 Total K 0.0
 Total Labor 40.5
 Total Water 56.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 39.5 Gal
 Unleaded Gas 8.0 Gal
 Electric / Pumping 884.9 KWH
 All Direct Energy 9.5 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'	0.54 Hr	Offset Disk, 16.5'	0.15 Hr
Pickup Truck, 1/2 Ton	2.67 Hr	Planter, Drill Type, 6 Row	0.22 Hr	Power Mulcher, 4 Rw	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	2.13 Hr	Tractor, 125 PTO HP	1.53 Hr	Tractor, 150 PTO HP	0.75 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)

Hand Weeders	26.50 Hr	Irrigators	3.88 Hr	Other	1.79 Hr
Tractor	8.33 Hr				

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

Table 3E. Schedule of Operations; Red Chiles, 1998

COUNTY: Greenlee FARM: Greenlee County 98 WATER SOURCE: Duncan East, Electric TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Duncan Valley YIELD: 2,000.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/25/98

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	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	125	Offset Disk, 12'	4.00						Tractor
5	Feb	2.0	Landplane	125	Landplane 12'X 45'	4.00						Tractor
6	Feb	1.0	List	125	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	AI	13.87	AF	Irrigators
9	Mar	4.0	Disk Ends	60	Offset Disk, 12'	40.00						Tractor
10	Mar	1.0	Mulch	125	Power Mulcher, 4 Rw	4.00						Tractor
11	Apr	1.0	Plant	125	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	AI	13.87	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			0.04						Hand
17	Jun	3.0	Hand Weeding			2.00						Hand
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	AI	13.87	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							
21	Sep	1.0	Prepare Ends	100	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.