

Table 3A. Income and Cash Operating Summary; Green Chiles, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 3.4 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 10/8/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Gr. Chile	Ton	3.40	\$366.33	\$1,245.52	\$1,714.52	_____
Rd. Chile	Pound	700.00	\$0.67	\$469.00		_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					62.31	_____
Tractor/Self Propelled				31.09		_____
Irrigation				28.91		_____
Other/ Contract				2.30		_____
Chemicals and Custom Applications					148.48	_____
Fertilizer				97.24		_____
Insecticide				7.52		_____
Herbicide				9.87		_____
Other Chemicals				33.85		_____
Farm Machinery and Vehicles					37.83	_____
Diesel Fuel				16.71		_____
Repairs and Maintenance				21.11		_____
Irrigation Water (excluding labor)					213.63	_____
Natural Gas/Pumping				186.06		_____
Repairs and Maintenance				27.58		_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants				180.56	255.56	_____
Other Services and Rentals				75.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					717.81	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					1.82	_____
Tractor/Self Propelled				1.82		_____
Farm Machinery and Vehicles					1.85	_____
Diesel Fuel				0.87		_____
Repairs and Maintenance				0.98		_____
Custom Harvest/Post Harvest					338.00	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					341.67	_____
OPERATING OVERHEAD -> PICKUP USE					20.34	_____
OPERATING INTEREST AT 10.0%					23.85	_____
TOTAL CASH OPERATING EXPENSES					\$1,103.66	_____
RETURNS OVER CASH OPERATING EXPENSES					\$610.86	_____

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

Table 3B. Allocations of Ownership Costs; Green Chiles, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 3.4 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 10/8/01

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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 \$366.33 / Tn	\$1,714.52		\$1,714.52	
TOTAL OPERATING EXPENSES	\$1,103.66		\$1,103.66	
RETURN OVER CASH OPERATING EXPENSES		\$610.86		\$610.86
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.)	55.18		55.18	
General Farm Maintenance (3.0% of Total Operating Exp.)	33.11		33.11	
Total Cash Overhead Expenses	108.89		108.89	
Total Cash Operating and Overhead Cost	1,212.55		1,212.55	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$501.98		\$501.98
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 ----->		\$501.98		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$375.07
Land Cost / Rent or Lease	75.00		75.00	
Total Land Costs	75.00		75.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$426.98		
RETURNS TO MANAGEMENT AND RISK ----->				\$300.07
Management Services (8% of Total Operation Expenses)			88.29	
TOTAL OWNERSHIP COST	183.89		399.08	
TOTAL COST	\$1,287.55		\$1,502.74	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$426.98		
RETURNS TO RISK (PROFITS) ----->				\$211.78
Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$186.66		\$186.66
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$54.08		\$117.38
BREAK-EVEN PRICE TO COVER TOTAL COST		\$240.75		\$304.04

Table 3C. Variable Operating Costs; Green Chiles, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 3.4 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 10/8/01

No.	First Month	Operation	---- Hours * ----		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total			Times
1	Jan	Plow	0.321	0.357	4.27	3.13			7.41	1.0	7.41	L
2	Feb	Disk	0.225	0.250	2.92	2.19			5.12	2.0	10.23	L
3	Feb	Laser Level	0.900	2.000	11.81	16.44			28.26	0.3	8.48	L
4	Feb	Landplane	0.225	0.250	2.64	2.19			4.83	0.5	2.41	L
5	Feb	List	0.180	0.200	2.18	1.75			3.94	1.0	3.94	L
6	Mar	Apply Herbicide/Ground	0.150	0.167	1.73	1.47		9.87	13.06	1.0	13.06	G
7	Mar	Buck Rows	0.023	0.025	0.19	0.22			0.41	5.0	2.04	G
8	Mar	Preirrigate		0.424	23.74	3.25			26.99	1.0	26.99	G
9	Mar	Disk Ends	0.023	0.025	0.27	0.22			0.49	4.0	1.96	G
10	Mar	Apply Fert/Ground	0.150	0.167	1.82	1.47		37.45	40.74	1.0	40.74	G
11	Apr	Plant	0.225	0.250	3.62	2.19		180.56	186.37	1.0	186.37	L
12	Apr	Irrigate		0.279	15.82	2.14			17.96	10.0	179.64	G
13	May	Cultivate	0.200	0.222	1.93	1.95			3.88	5.0	19.40	G
14	Jun	Thinning					75.00		75.00	1.0	75.00	G
15	Jun	Irrigate/Run Fertilizer		0.278	15.82	2.13		29.89	47.85	2.0	95.70	G
16	Jun	Apply Fungicide/Air					5.23	6.05	11.28	3.0	33.84	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	0.26	0.22			0.48	1.0	0.48	H
19	Sep	Pick 3.4 Tn					255.00		255.00	1.0	255.00	H
20	Sep	Haul, Custom 3.4 Tn					34.00		34.00	1.0	34.00	H
21	Nov	Pick .3 Tn					28.00		28.00	1.0	28.00	H
22	Nov	Haul, Custom .3 Tn					21.00		21.00	1.0	21.00	H
23	Nov	Cut Stalks .3 Tn	0.164	0.182	1.59	1.60			3.19	1.0	3.19	P
24	Nov	Disk Residue .3 Tn	0.129	0.143	1.82	1.25			3.07	1.0	3.07	L
		Pickup Use 80 Mi/Acre	2.667		20.34						20.34	
		Operating Interest at 10.0					23.85				23.85	
TOTAL CASH OPERATING EXPENSES (includes all times over):											1,103.66	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)	221.91
Growing (G)	495.90
Harvest (H)	338.48
Post Harvest (P)	3.19
Marketing (M)	0.00
Operating Overhead (O)	44.18
Total (T)	\$1,103.66

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

Prices ->		- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Yields		\$274.75	\$329.70	\$366.33	\$402.96	\$457.91	Break-even Price
- 25%	2.6	-325.17	-185.05	-91.64	1.78	141.90	402.27
- 10%	3.1	-236.30	-68.16	43.94	156.04	324.18	351.97
Budgeted	3.4	-177.05	9.77	134.33	258.88	445.71	326.82
+ 10%	3.7	-117.81	87.71	224.71	361.72	567.23	306.25
Break-even Yield		4.42	3.36	2.89	2.54	2.15	

Table 3D. Resource and Cash Flow Requirements; Green Chiles, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 3.4 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 10/8/01

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		10.12	7.52				17.64
FEB C			0.93		7.05	7.78				14.83
MAR C	1.0	6.0	0.81		27.74	6.62	47.32			81.68
APR C	2.0	8.0	0.83		35.45	6.69		180.56		222.70
MAY C	2.0	8.0	0.83		34.04	6.67				40.71
JUN C	3.0	12.0	1.33		51.80	10.75	35.95		80.23	178.73
JUL C	2.0	8.0	1.05		35.97	8.61	6.05		5.23	55.86
AUG C	3.0	12.0	0.84		47.47	6.41	38.72		9.98	102.58
SEP C			0.03		0.26	0.22			289.00	289.48
NOV C			0.32		3.41	2.85			49.00	55.26
Pickup Use 80 Mi/Acre					20.34					20.34
Operating Interest at 10.0									23.85	23.85
Water Assessment				**						
Total	13.0	54.0	7.82		273.65	64.12	128.04	180.56	457.29	1103.66
%					24.79	5.81	11.60	16.36	41.43	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 234.4
 Total P 106.0
 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 3E. Schedule of Operations; Green Chiles, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 3.4 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 10/8/01

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				
Jan	1.0	Plow	125	Moldboard Plow, 4-16 2	2.80						Tractor	
Feb	2.0	Disk	125	Offset Disk, 12'	4.00						Tractor	
Feb	0.3	Laser Level	125	Drag Scraper, 10'	1.00						Tractor	
				Laser, Complete System							Other	
Feb	0.5	Landplane	125	Landplane 12'X 45'	4.00						Tractor	
Feb	1.0	List	125	Lister, 7 Bottom	5.00						Tractor	
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	
Mar	5.0	Buck Rows	100	Rowbuck, 10'	40.00						Tractor	
Mar	1.0	Preirrigate			2.40	Water, Pump	6.00	Al	47.47	AF	Irrigators	
Mar	4.0	Disk Ends	100	Offset Disk, 16.5'	40.00						Tractor	
Mar	1.0	Apply Fert/Ground	100	Fert. Side Dress Unit,	6.00	11-53-00, Dry	200.00	Lb	355.00	Tn	Tractor	
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	
Apr	10.0	Irrigate			3.60	Water, Pump	4.00	Al	47.47	AF	Irrigators	
May	5.0	Cultivate	100	Rolling Cultivator, 6 Rw	4.50						Tractor	
Jun	1.0	Thinning		CST Thinning						75.00	Ac	
Jun	2.0	Irrigate/Run Fertilizer			3.60	Water, Pump	4.00	Al	47.47	AF	Irrigators	
						32-00-00, URAN 32,	30.00	Ga	170.80	Tn		
Jun	3.0	Apply Fungicide/Air		CST Air Spray, 7 Gal Mix		Copper hydroxide	2.25	Lb	2.55	Lb	5.23	Ac
Aug	1.0	Apply Insecticide/Air		CST Air Spray, 5 Gal Mix		BT	0.25	Lb	10.50	Lb	4.75	Ac
Sep	1.0	Prepare Ends	100	Offset Disk, 16.5'	40.00						Tractor	
Sep	1.0	Pick		CST Pick Green Chiles						75.00	Tn	
Sep	1.0	Haul, Custom		CST Haul Green Chiles						10.00	Tn	
Nov	1.0	Pick		CST Pick Red Chile after Green						80.00	Tn	
Nov	1.0	Haul, Custom		CST Haul Red Chiles						60.00	Tn	
Nov	1.0	Cut Stalks	100	Rotary Stalk Cutter, 4 Row	5.50						Tractor	
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.

Table 3F Operations Calendar; Green Chiles, 2001

COUNTY: Cochise FARM: Southern Vegetables WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Green ACRES: 1.0 IRRIGATION SYSTEM: Flodd Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 3.4 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 10/08/01

No.	Operation	Month and Times Operation Performed											
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1	Plow	1.0 C											
2	Disk	2.0 C											
3	Laser Level	0.3 C											
4	Landplane	0.5 C											
5	List		1.0 C										
6	Apply Herbicide/Ground			1.0 C									
7	Buck Rows			1.0 C	1.0 C	1.0 C	1.0 C	1.0 C					
8	Preirrigate			1.0 C									
9	Disk Ends			1.0 C		1.0 C	1.0 C	1.0 C					
10	Apply Fert/Ground			1.0 C									
11	Plant				1.0 C								
12	Irrigate				2.0 C	2.0 C	2.0 C	2.0 C	2.0 C				
13	Cultivate					1.0 C	2.0 C	2.0 C					
14	Thinning						1.0 C						
15	Irrigate/Run Fertilizer						1.0 C		1.0 C				
16	Apply Fungicide/Air						1.0 C	1.0 C	1.0 C				
17	Apply Insecticide/Air								1.0 C				
18	Prepare Ends									1.0 C			
19	Pick, Green									1.0 C			
20	Haul, Custom									1.0 C			
21	Pick, Red											1.0 C	
22	Haul, Custom											1.0 C	
23	Cut Stalks											1.0 C	
24	Disk Residue											1.0 C	