

Table 5A. Income and Cash Operating Summary; Red Chiles, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, Elect TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 2,269.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 10/8/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Red Chile	Pound	2,269.00	\$0.67	\$1,520.23	\$1,520.23	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					72.77	_____
Tractor/Self Propelled				42.05		_____
Irrigation				29.76		_____
Other/ Contract				0.96		_____
Chemicals and Custom Applications					121.98	_____
Fertilizer				73.63		_____
Insecticide				35.55		_____
Herbicide				12.80		_____
Farm Machinery and Vehicles					62.23	_____
Diesel Fuel				26.26		_____
Repairs and Maintenance				35.98		_____
Irrigation Water (excluding labor)					336.35	_____
Pump Energy - Electric				311.69		_____
Repairs and Maintenance				24.66		_____
Other Purchased Inputs &					480.56	_____
Seed/Transplants				180.56		_____
Other Services and Rentals				300.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1073.89	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					43.85	_____
Tractor/Self Propelled				31.07		_____
Other/Contract				12.78		_____
Farm Machinery and Vehicles					63.30	_____
Diesel Fuel				11.82		_____
Repairs and Maintenance				51.48		_____
Custom Harvest/Post Harvest					67.80	_____
Other Materials					10.02	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					184.97	_____
OPERATING OVERHEAD -> PICKUP USE					20.34	_____
OPERATING INTEREST AT 10.0%					29.81	_____
TOTAL CASH OPERATING EXPENSES					\$1,309.00	_____
RETURNS OVER CASH OPERATING EXPENSES					\$211.23	_____

22

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

Table 5B. Allocations of Ownership Costs; Red Chiles, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, Elect TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 2,269.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 10/8/01

23

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$0.67 / Lb	\$1,520.23		\$1,520.23	
TOTAL OPERATING EXPENSES	\$1,309.00		\$1,309.00	
RETURN OVER CASH OPERATING EXPENSES		\$211.23		\$211.23
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.)	65.45		65.45	
General Farm Maintenance (3.0% of Total Operating Exp.)	39.27		39.27	
Total Cash Overhead Expenses	128.56		128.56	
Total Cash Operating and Overhead Cost	1,437.56		1,437.56	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$82.67		\$82.67
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 ----->		\$82.67		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$85.07)
Land Cost / Rent or Lease	75.00		75.00	
Total Land Costs	75.00		75.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$7.67		
RETURNS TO MANAGEMENT AND RISK ----->				(\$160.07)
Management Services (8% of Total Operation Expenses)			104.72	
TOTAL OWNERSHIP COST	203.56		476.02	
TOTAL COST	\$1,512.56		\$1,785.02	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$7.67		
RETURNS TO RISK (PROFITS) ----->				(\$264.79)
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)		\$0.58		\$0.58
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.09		\$0.21
BREAK-EVEN PRICE TO COVER TOTAL COST		\$0.67		\$0.79

Table 5C. Variable Operating Costs; Red Chiles, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, Elect TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 2,269.0 Lb / Acre PREVIOUS CROP: Cotton, Upland DATE: 10/8/01

24

No.	First Month	Operation	---- Hours * ----		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash Expenses	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total			Times
1	Jan	Plow	0.321	0.357	5.83	3.13			8.96	1.0	8.96	L
2	Jan	Rip	0.300	0.333	4.92	2.92			7.84	1.0	7.84	L
3	Feb	Apply Fert/Ground	0.150	0.167	1.70	1.47		35.76	38.93	1.0	38.93	G
4	Jan	Disk	0.225	0.250	4.26	2.19			6.45	2.0	12.90	L
5	Feb	Landplane	0.225	0.250	3.72	2.19			5.91	2.0	11.82	L
6	Feb	List	0.180	0.200	3.05	1.75			4.81	1.0	4.81	L
7	Mar	Buck Rows	0.023	0.050	0.23	0.41			0.64	5.0	3.21	G
8	Mar	Preirrigate		0.424	36.04	3.25			39.29	1.0	39.29	G
9	Mar	Disk Ends	0.023	0.025	0.20	0.22			0.42	4.0	1.67	G
10	Mar	Mulch	0.225	0.250	2.94	2.19			5.13	1.0	5.13	L
11	Apr	Plant	0.225	0.250	4.09	2.19		189.20	195.49	1.0	195.49	L
12	Apr	Remove Cap	0.180	0.200	1.81	1.75			3.57	1.0	3.57	G
13	Apr	Irrigate		0.279	24.03	2.14			26.16	10.0	261.65	G
14	May	Cultivate	0.225	0.250	2.65	2.19			4.84	4.0	19.38	G
15	Jun	Apply Herbicide/Ground	0.150	0.167	1.66	1.47			15.93	1.0	15.93	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	1.77	1.47			3.23	3.0	9.70	G
19	Aug	Irrigate/Run Fertilizer		0.333	30.03	2.55			51.52	2.0	103.04	G
20	Aug	Apply Insecticide/Air						4.75	22.15	1.0	26.90	G
21	Sep	Prepare Ends	0.023	0.025	0.38	0.22			0.59	1.0	0.59	H
22	Oct	Harvest	1.500	3.334	47.70	27.41			75.11	1.0	75.11	H
23	Oct	Load Produce	1.500	1.667	13.29	14.63			37.94	1.0	37.94	H
24	Oct	Haul, Custom 1.1 Tn						67.80	67.80	1.0	67.80	H
25	Nov	Cut Stalks 1.1 Tn	0.164	0.182	1.94	1.60			3.53	1.0	3.53	P
26	Nov	Disk Residue 1.1 Tn	0.129	0.143	2.43	1.25			3.69	1.0	3.69	L
		Pickup Use 80 Mi/Acre	2.667		20.34				20.34		20.34	
		Operating Interest at 10.0						29.81			29.81	
TOTAL CASH OPERATING EXPENSES (includes all times over):											1,309.00	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)	250.63
Growing (G)	823.26
Harvest (H)	181.44
Post Harvest (P)	3.53
Marketing (M)	0.00
Operating Overhead (O)	50.14
Total (T)	\$1,309.00

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

Prices ->	Yields	Budgeted					Break-even Price
		- 25%	- 10%	Budgeted	+ 10%	+ 25%	
		\$0.50	\$0.60	\$0.67	\$0.74	\$0.84	
- 25%	1,701.8	-827.83	-656.80	-542.78	-428.77	-257.74	0.99
- 10%	2,042.1	-684.55	-479.32	-342.49	-205.67	-0.44	0.84
Budgeted	2,269.0	-589.03	-360.99	-208.97	-56.95	171.09	0.76
+ 10%	2,495.9	-493.51	-242.67	-75.44	91.78	342.62	0.70
Break-even Yield		3,668.18	2,961.25	2,624.10	2,355.88	2,042.69	

Table 5D. Resource and Cash Flow Requirements; Red Chiles,2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, Elect TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 2,269.0 Lb / Acre PREVIOUS CROP: Cotton, Upland 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			0.94		15.00	8.25				23.25
FEB C			1.12		16.44	9.80	35.76			62.00
MAR C	1.0	6.0	0.62		37.93	4.98				42.91
APR C	1.0	4.0	0.90		31.63	7.60	8.64	180.56		228.43
MAY C	2.0	8.0	0.88		51.13	7.10				58.23
JUN C	2.0	8.0	1.55		58.09	12.96	12.80		150.00	233.85
JUL C	2.0	8.0	0.97		52.01	7.84			75.00	134.85
AUG C	4.0	18.0	1.39		109.88	10.85	60.02		79.75	260.50
SEP C	1.0	4.0	0.30		24.40	2.36				26.76
OCT C			5.00		60.99	42.04		10.02	67.80	180.85
NOV C			0.32		4.37	2.85				7.22
Pickup Use 80 Mi/Acre					20.34					20.34
Operating Interest at 10.0									29.81	29.81
Water Assessment				**						
Total	13.0	56.0	14.01		482.21	116.63	117.22	190.58	402.36	1309.00
%					36.84	8.91	8.95	14.56	30.74	100.00

22

TOTAL RESOURCE REQUIREMENTS (per Acre)		TOTAL ENERGY REQUIREMENTS (per Acre)	
Total N	216.7	Diesel Fuel	40.4 Gal
Total P	38.8	Unleaded Gas	8.0 Gal
Total Labor	14.0	Electric / Pumping	3893.7 KWH
Total Water	56.0	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
Flat Trailer	1.50 Hr	Landplane 12'X 45'	0.45 Hr
Moldboard Plow, 4-16 2	0.32 Hr	Offset Disk, 12'	0.09 Hr
Pickup Truck, 1/2 Ton	2.67 Hr	Planter, Drill Type, 6 Row	0.22 Hr
Rolling Cultivator, 6 Rw	1.35 Hr	Rotary Stalk Cutter, 4 Row	0.16 Hr
Saddle Tk Sprayer, 2 Tk 8	0.15 Hr	Section Harrow, 3 Section	0.18 Hr
Tractor, 100 PTO HP	2.56 Hr	Tractor, 125 PTO HP	0.02 Hr
V-Ripper, 5 Shnk	0.30 Hr	Directed Spray Rig, 8	0.15 Hr
		Lister, 7 Bottom	0.18 Hr
		Offset Disk, 16.5'	0.60 Hr
		Power Mulcher, 4 Rw	0.22 Hr
		Rowbuck, 10'	0.11 Hr
		Tractor, 60 PTO HP	1.59 Hr
		Tractor, 150 PTO HP	1.83 Hr

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

LABOR REQUIREMENT (per Acre)			
Irrigators	3.88 Hr	Other	1.79 Hr
		Tractor	8.33 Hr

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

Table 5E. Schedule of Operations; Red Chiles, 2001

COUNTY: Cochise FARM: Southern AZ Veg WATER SOURCE: Ks Settlement, Elect TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 2,269.0 Lb / Acre PREVIOUS CROP: Cotton, Upland 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	150	Moldboard Plow, 4-16 2	2.80						Tractor
Jan	1.0	Rip	150	V-Ripper, 5 Shnk	3.00						Tractor
Feb	1.0	Apply Fert/Ground	100	Saddle Tk Sprayer, 2 Tk 8	6.00	32-00-00, URAN 32,	20.00	Ga	170.80	Tn	Tractor
						10-34-00, Lqd	10.00	Ga	263.33	Tn	
Jan	2.0	Disk	150	Offset Disk, 16.5'	4.00						Tractor
Feb	2.0	Landplane	150	Landplane 12'X 45'	4.00						Tractor
Feb	1.0	List	150	Lister, 7 Bottom	5.00						Tractor
Mar	5.0	Buck Rows	100	Rowbuck, 10'	40.00						Tractor
Mar	1.0	Preirrigate			2.36	Water, Pump	6.00	Al	72.08	AF	Other
Mar	4.0	Disk Ends	60	Offset Disk, 12'	40.00						Irrigators
Mar	1.0	Mulch	100	Power Mulcher, 4 Rw	4.00						Tractor
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	1.17	Lb	
Apr	1.0	Remove Cap	100	Section Harrow, 3 Section	5.00						Tractor
Apr	10.0	Irrigate			3.58	Water, Pump	4.00	Al	72.08	AF	Irrigators
May	4.0	Cultivate	100	Rolling Cultivator, 6 Rw	4.00						Tractor
Jun	1.0	Apply Herbicide/Ground	100	Directed Spray Rig, 8	6.00	Dicamba	1.00	Pt	97.06	Ga	Tractor
Jun	1.0	Thinning		CST Thinning							75.00 Ac
Jun	3.0	Hand Weeding		CST Hand Weeding							75.00 Ac
Jul	3.0	Cultivate	100	Rolling Cultivator, 6 Rw	6.00						Tractor
Aug	2.0	Irrigate/Run Fertilizer			3.00	Water, Pump	5.00	Al	72.08	AF	Irrigators
						32-00-00, URAN 32,	19.00	Ga	170.80	Tn	
						BT	2.00	Lb	10.50	Lb	4.75 Ac
Aug	1.0	Apply Insecticide/Air		CST Air Spray, 5 Gal Mix							
Sep	1.0	Prepare Ends	125	Offset Disk, 16.5'	40.00						Tractor
Oct	1.0	Harvest		Chili Harvester, SP 2 Row	0.60						Tractor
											Other
Oct	1.0	Load Produce	60	Flat Trailer	0.60	Boxes & Supplies	10.00	Ct	0.95	Ct	Tractor
Oct	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	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.

Table 5F Operations Calendar; Red Chiles, 2001

COUNTY: Cochise FARM: Southern Vegetables WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Chile, Red ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 2,269 Lb/Acre PREVIOUS CROP: Cotton, Upland 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	Rip	1.0 C											
3	Disk	1.0 C	1.0 C										
4	Apply Fert/Ground		1.0 C										
5	Landplane		2.0 C										
6	List		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	Mulch			0.5 C	0.5 C								
11	Plant				1.0 C								
12	Remove Cap				1.0 C								
13	Irrigate				1.0 C	2.0 C	2.0 C	2.0 C	2.0 C	1.0 C			
14	Cultivate					1.0 C	3.0 C						
15	Apply Herbicide/Ground						1.0 C						
16	Thinning						1.0 C						
17	Hand Weeding						1.0 C	1.0 C	1.0 C				
18	Cultivate							2.0 C	1.0 C				
19	Irrigate/Run Fertilizer								2.0 C				
20	Apply Insecticide/Air								1.0 C				
21	Prepare Ends									1.0 C			
22	Harvest										1.0 C		
23	Load Produce										1.0 C		
24	Haul, Custom										1.0 C		
25	Cut Stalks											1.0 C	
26	Disk Residue												1.0 C

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