

*Estimated Production Costs for Peppers in an Unheated High Tunnel  
2008*

| <b>Variable Costs</b>          |  |             |                 |              |                  |
|--------------------------------|--|-------------|-----------------|--------------|------------------|
| <b>Operation</b>               | <b>Input</b>                           | <b>Unit</b> | <b>Quantity</b> | <b>Price</b> | <b>\$/Tunnel</b> |
| <b>High Tunnel Preparation</b> |  |             |                 |              |                  |
| Black Landscape Cloth          | Material                               | sq foot     | 2400            | \$0.08       | \$192.00         |
| Irrigation System              | Drip Lines                             | linear foot | 1,920           | \$0.09       | \$172.80         |
|                                | header, filter, shut-off valves, misc. |             | 1               | \$52.43      | \$52.43          |
|                                | Labor                                  | hr          | 44              | \$12.00      | \$528.00         |
| <b>Total</b>                   |  |             |                 |              | <b>\$945.23</b>  |
| <b>Production</b>              |  |             |                 |              |                  |
| Transplanting                  | pepper plants                          | 6-pack      | 243             | \$0.75       | \$182.25         |
|                                | labor                                  | hr          | 10.5            | \$12.00      | \$126.00         |
| Fertilization and Irrigation   | fertilizer                             | bag         | 1               | \$40.32      | \$40.32          |
|                                | labor                                  | hr          | 17.6            | \$12.00      | \$211.20         |
| Weeding                        | labor                                  | hr          | 8               | \$12.00      | \$96.00          |
| Pest Control (voles)           | Baits, Barriers and plant replacement  |             |                 | \$15.00      | \$15.00          |
|                                | labor                                  | hr          | 2.25            | \$12.00      | \$27.00          |
| <b>Total</b>                   |  |             |                 |              | <b>\$697.77</b>  |
| <b>Harvesting</b>              |  |             |                 |              |                  |
| Picking, packing               | labor                                  | hr          | 50              | \$12.00      | \$600.00         |
| End of season clean up         | labor                                  | hr          | 4.8             | \$12.00      | \$57.60          |
| Marketing                      | labor for 8 week season                | hr          | 8               | \$12.00      | \$96.00          |
| <b>Total</b>                   |  |             |                 |              | <b>\$753.60</b>  |

Type of High Tunnel: steel frame, gothic  
Tunnel Size (sq. ft.): 2400 (20 x 120)  
Number of Plants: 1638  
Variety or Cultivar: King Arthur  
Marketing Channel: Farmers Markets, retail

| <b>Income</b>               | <b>unit</b>     | <b>quantity</b> | <b>price</b> | <b>per tunnel</b> | <b>/sq foot</b>    |                |
|-----------------------------|-----------------|-----------------|--------------|-------------------|--------------------|----------------|
|                             | marketable      | fruit           | 3206         | \$0.50            | \$1,603.00         | \$0.67         |
|                             | cull            | fruit           | 1309         | \$0.00            | \$0.00             | \$0.00         |
| <b>Total Revenue</b>        | peppers         | fruit           | 4515         |                   | \$1,603.00         | \$0.67         |
| <b>Total Variable Costs</b> |                 |                 |              |                   | \$2,396.60         | \$1.00         |
| <b>Annual Fixed Costs</b>   | <b>\$350.00</b> | sq foot         | 2400         | \$0.15            | \$350.00           | \$0.15         |
| <b>Net Income</b>           |                 |                 |              |                   | <b>-\$1,143.60</b> | <b>-\$0.48</b> |

| <b>Fixed costs</b>                |            |          |                   |               |
|-----------------------------------|------------|----------|-------------------|---------------|
|                                   |            |          | per year          | per year      |
| <b>Construction Costs</b>         | materials  | labor    | cost for total HT | cost /sq foot |
| frame (10 year life)              | \$1,500.00 |          | \$150.00          | \$0.06        |
| hardware                          | \$250.00   |          | \$25.00           | \$0.01        |
| construction (including covering) |            | \$500.00 | \$50.00           | \$0.02        |
| plastic (4 year life)             | \$500.00   |          | \$125.00          | \$0.05        |
| <b>Annual fixed costs</b>         |            |          | <b>\$350.00</b>   | <b>\$0.15</b> |