

TABLE 1. Basic cost information for San Juan County, 2002.

Item		
Labor Wage Rate:		
Equipment operators	\$/hour	\$6.75
General & Irrigators	\$/hour	\$6.45
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.32
Phosphate (P205)	\$/pound	\$0.30
Anhydrous Ammonia (NH3)	\$/ton	\$300.00
Seed:		
Alfalfa	\$/pound	\$2.90
Oats	\$/pound	\$0.23
Pasture	\$/pound	\$2.50
Corn	\$/bag	\$89.75
Wire	\$/pound	\$0.37
Canal Water	\$/acre foot	\$10.75
Energy:		
Diesel fuel	\$/gallon	\$1.05
Gasoline	\$/gallon	\$1.00
Natural Gas	\$/MCF	\$3.28
LP Gas	\$/gallon	\$0.86
Electricity	cents/KwHr	8.45
Employee Liability Insurance	\$/(\$1,000 wages)	\$20.00
Employee Benefits	percent/wages	18.00%
Labor Downtime	percent	25.00%
Financial Rates:		
Operating Capital Interest Rate	percent	8.00%
Land Interest Rate	percent	7.50%
Equipment Interest Rate	percent	8.00%
Real Interest Rate	percent	4.00%
Land Taxes	\$253.00 /acre (full value)	\$2.07
Personal Property Tax Rate - NR	\$/(\$1,000 (Assessed Value)	\$24.60
- R		\$20.83
Supervision Factors		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equipment & General	\$/labor hour	\$0.50
Management Rate	percent	7.00%

BUDGET AREA..... SAN JUAN COUNTY, 2001.
 FARM SIZE..... 80 ACRES
 IRRIGATION TYPE..... FLOOD
 NUMBER OF CROPS... 3

ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE	
		AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	6	48	288
ALFALFA	34	60	2,040
PASTURE ESTABLISHMENT	1 *	21	21
PASTURE	20	62	1,240
CORN SILAGE	20	48	960
TOTAL	80		4,549
ACRE FEET PER ACRE OF WATER RIGHTS			4.74

* DOUBLE-CROPPED

TABLE 1a. Overhead cost information for San Juan County, 2002.

ITEM		
Electricity (Domestic & Shop)	\$115.00 per month	\$1,380
Telephone	\$70.00 per month	\$840
Accounting & Legal		\$475
Misc. Supplies & Hand Tools		\$800
Pickup and Auto		
miles 10,300 @ \$0.345 per mile		\$3,554
Insurance		
- general liability (non-employee)		\$990
- fire/theft		\$590
Property Taxes		
- non-planted land		\$0
- other than land & machinery		\$310
Building repairs and maintenance		\$495
Dues, fees, publications		\$240
Farmstead Equipment		\$160
	Total	\$9,833
	Total per planted acre	\$132.88

TABLE 2. Equipment summary for an 80 acre flood-irrigated farm, San Juan County, 2002.

EQUIPMENT		VARIABLE COSTS							FIXED COSTS		
ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	FUEL AND LUBRICANT	REPAIR	FUEL,LUBE PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HOUR	
TRACTOR 40 HP	39	1	\$1,800	\$115	\$7	\$2.99	\$0.19	\$50	\$10	\$1.56	
TRACTOR 96 HP	102	1	\$23,030	\$722	\$196	\$7.11	\$1.93	\$1,430	\$176	\$15.81	
SWATHER 14 FT	17	1	\$5,100	\$65	\$15	\$3.74	\$0.87	\$1,450	\$119	\$90.79	
BALER, PTO 2-WIRE	23	1	\$1,500		\$10		\$0.46	\$385	\$32	\$18.37	
BALEWAGON, PTO	22	1	\$1,850		\$48		\$2.24	\$800	\$66	\$40.07	
DISC 12 FT	9	1	\$2,250		\$21		\$2.25	\$180	\$18	\$21.62	
PLOW 3-14 IN	18	1	\$3,350		\$47		\$2.61	\$268	\$27	\$16.33	
SILAGE CHOPPER, PTO	14	1	\$5,470		\$5		\$0.37	\$920	\$75	\$70.10	
UNLOADING WAGON	14	1	\$3,850		\$20		\$1.39	\$385	\$32	\$29.34	
DITCHER	6	1	\$1,250		\$0		\$0.05	\$100	\$10	\$18.07	
HARROW 12 FT	5	1	\$300		\$2		\$0.37	\$24	\$2	\$5.16	
DRILL 12 FT	1	1	\$2,200		\$2		\$1.06	\$220	\$18	\$161.93	
PLANTER 4 ROW	5	1	\$3,400		\$8		\$1.63	\$340	\$28	\$70.75	
CULTIVATOR 4 ROW	18	1	\$2,000		\$29		\$1.56	\$160	\$16	\$9.66	
FERT SPREADER DEALER FURNIS	4	1									
			\$57,350	\$902	\$411			\$6,712	\$630		

TABLE 3. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2002.
 Planting dates: April 15 - June 1
 Harvest dates: June 1 - July 31

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
OAT HAY	\$110.00	2.25 TONS (STACKED)						\$247.50	
GRAZING	\$10.00	1 AUM						\$10.00	
TOTAL								\$257.50	
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST		TOTAL	
ALFALFA SEED	\$2.90	20 LBS		\$58.00				\$58.00	
OAT SEED	\$0.23	45 LBS		\$10.35				\$10.35	
PHOSPHATE (P2O5)	\$0.30	45 LBS		\$13.50				\$13.50	
WIRE	\$0.37	19 LBS		\$7.16				\$7.16	
CANAL WATER		48 AC. IN.				\$43.00		\$43.00	
CANAL WATER (MAINTENANCE)		1 ACRE				\$8.00		\$8.00	
SUBTOTAL				\$89.01			\$51.00	\$140.01	
PREHARVEST OPERATIONS		POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	96 HP	0.67 HR			\$4.52	\$4.76	\$3.04	\$21.54	\$33.86
DISC (2X)	96 HP	0.34 HR			\$2.30	\$2.42	\$1.42	\$12.73	\$18.86
HARROW	96 HP	0.19 HR			\$1.28	\$1.35	\$0.44	\$3.98	\$7.05
FERTILIZE	96 HP	0.05 HR			\$0.34	\$0.36	\$0.10	\$0.79	\$1.58
CORRUGATE	40 HP	0.21 HR			\$1.42	\$0.63	\$0.37	\$2.36	\$4.77
DRILL	96 HP	0.21 HR			\$1.42	\$1.49	\$0.63	\$37.33	\$40.86
DITCHER (2X)	40 HP	0.10 HR			\$0.68	\$0.30	\$0.02	\$1.96	\$2.96
IRRIGATE (6X)		3.00 HR			\$19.35				\$19.35
SUBTOTAL			4.77 HR		\$31.30	\$11.30	\$6.02	\$80.68	\$129.30
HARVEST OPERATIONS									
SWATHER	14 FT	0.16 HR			\$1.08	\$0.60	\$0.14	\$14.53	\$16.35
BALER	96 HP	0.21 HR			\$1.42	\$1.49	\$0.50	\$7.18	\$10.59
BALE WAGON	96 HP	0.20 HR			\$1.35	\$1.42	\$0.83	\$11.18	\$14.78
SUBTOTAL			0.57 HR		\$3.85	\$3.51	\$1.48	\$32.88	\$41.72
OVERHEAD EXPENSES									
DOWNTIME		2.16 HR			\$14.60				\$14.60
EMPLOYEE BENEFITS					\$6.33				\$6.33
INSURANCE				\$0.70					\$0.70
LAND TAXES							\$2.07		\$2.07
SUPERVISION AND MANAGEMENT					\$23.02				\$23.02
SUBTOTAL			2.16 HR		\$0.70	\$43.94		\$2.07	\$46.72
TOTAL OPERATING EXPENSES			7.50 HR		\$89.72	\$79.09	\$14.81	\$7.49	\$166.64
NET OPERATING PROFIT								(\$100.25)	
INTEREST ON OPERATING CAPITAL	(	\$49.25	@	8.00%	)			\$3.94	
INTEREST ON EQUIPMENT INVESTMENT								\$98.02	
RETURN TO LAND AND RISK								(\$202.21)	

TABLE 4. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2002.

Harvesting dates: June 1 - October 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
ALFALFA HAY	\$120.00	5.00	TONS (STACKED)					\$600.00	
GRAZING	\$10.00	2.00	AUM					\$20.00	
TOTAL								\$620.00	
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
PHOSPHATE (P2O5)	\$0.30	45 LBS	\$13.50						\$13.50
INSECTICIDE (AERIAL)	\$16.85	1 ACRE	\$16.85						\$16.85
WIRE	\$0.37	43 LBS	\$15.92						\$15.92
ESTABLISHMENT: Principal		6 YEARS						\$33.70	\$33.70
: Interest								\$18.31	\$18.31
LIVESTOCK FAC & EQUIP								\$5.00	\$5.00
CANAL WATER		60 AC. IN.						\$53.75	\$53.75
CANAL WATER (MAINTENANCE)		1 ACRE						\$8.00	\$8.00
SUBTOTAL			\$46.27					\$118.76	\$165.03
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
FERTILIZE	96 HP	0.05 HR		\$0.34	\$0.36	\$0.10	\$0.79	\$1.58	
DITCHER (2X)	40 HP	0.10 HR		\$0.68	\$0.30	\$0.02	\$1.96	\$2.96	
IRRIGATE (10X)		5.00 HR		\$32.25				\$32.25	
SUBTOTAL		5.15 HR		\$33.26	\$0.65	\$0.12	\$2.75	\$36.79	
HARVEST OPERATIONS									
SWATHER (3X)	14 FT	0.48 HR		\$3.24	\$1.80	\$0.42	\$43.58	\$49.04	
BALER (3X)	96 HP	0.63 HR		\$4.25	\$4.48	\$1.51	\$21.53	\$31.77	
BALE WAGON (3X)	96 HP	0.60 HR		\$4.05	\$4.26	\$2.50	\$33.53	\$44.35	
SUBTOTAL		1.71 HR		\$11.54	\$10.54	\$4.43	\$98.64	\$125.15	
OVERHEAD EXPENSES									
DOWNTIME		0.44 HR		\$2.97				\$2.97	
EMPLOYEE BENEFITS				\$8.06				\$8.06	
INSURANCE			\$0.90					\$0.90	
LAND TAXES							\$2.07	\$2.07	
SUPERVISION AND MANAGEMENT				\$49.28				\$49.28	
OTHER EXPENSES			\$132.88					\$132.88	
SUBTOTAL		0.44 HR		\$133.78	\$60.31		\$2.07	\$196.17	
TOTAL OPERATING EXPENSES		7.30 HR		\$180.05	\$105.12	\$11.19	\$4.55	\$222.23	
NET OPERATING PROFIT								\$96.86	
INTEREST ON OPERATING CAPITAL	(	\$24.58	@	8.00%	)			\$1.97
INTEREST ON EQUIPMENT INVESTMENT								\$82.08	
RETURN TO LAND AND RISK								\$12.82	

BUDGET SUMMARY

GROSS RETURN		\$620.00	
VARIABLE OPERATING EXPENSES	\$195.79		
RETURN OVER VARIABLE EXPENSES	\$424.21		(GROSS MARGIN)
FIXED EXPENSES	\$222.23		
NET FARM INCOME	\$201.98		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$105.12		
NET OPERATING PROFIT	\$96.86		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$84.04		
RETURN TO LAND AND RISK	\$12.82		

TABLE 5. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2002.
Planting dates: August 15 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
PURCHASED INPUTS							FIXED COST	
SEED	\$2.50	14 LBS		\$35.00				\$35.00
NITROGEN (N)	\$0.32	20 LBS		\$6.40				\$6.40
PHOSPHATE (P205)	\$0.30	50 LBS		\$15.00				\$15.00
CANAL WATER		21 AC. IN.				\$18.81		\$18.81
CANAL WATER (MAINTENANCE)						\$8.00		\$8.00
SUBTOTAL				\$56.40		\$18.81		\$75.21
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	96 HP	0.67 HR		\$4.52	\$4.76	\$3.04	\$21.54	\$33.86
DISC (2X)	96 HP	0.34 HR		\$2.30	\$2.42	\$1.42	\$12.73	\$18.86
HARROW	96 HP	0.19 HR		\$1.28	\$1.35	\$0.44	\$3.98	\$7.05
FERTILIZE	96 HP	0.05 HR		\$0.34	\$0.36	\$0.10	\$0.79	\$1.58
CORRUGATE	40 HP	0.21 HR		\$1.42	\$0.63	\$0.37	\$2.36	\$4.77
DRILL	96 HP	0.21 HR		\$1.42	\$1.49	\$0.63	\$37.33	\$40.86
DITCHER (2X)	40 HP	0.10 HR		\$0.68	\$0.30	\$0.02	\$1.96	\$2.96
IRRIGATE (3X)		1.50 HR		\$9.68				\$9.68
SUBTOTAL		3.27 HR		\$21.62	\$11.30	\$6.02	\$80.68	\$119.62
OVERHEAD EXPENSES								
DOWNTIME		0.44 HR		\$2.99				\$2.99
EMPLOYEE BENEFITS				\$3.89				\$3.89
INSURANCE			\$0.43					\$0.43
SUPERVISION AND MANAGEMENT				\$16.02				\$16.02
SUBTOTAL		0.44 HR	\$0.43	\$22.90				\$23.33
TOTAL OPERATING EXPENSES		3.71 HR	\$56.83	\$44.52	\$11.30	\$6.02	\$99.49	\$218.17

TABLE 6. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2002.
Harvesting dates: Year Round

ITEM	PRICE	YIELD					TOTAL	
GROSS RETURNS								
PASTURE	\$12.00	12.00	AUMS				\$144.00	
TOTAL							\$144.00	
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
NITROGEN (N)	\$0.32	100 LBS	\$32.00					\$32.00
LIVESTOCK FAC & EQUIP ESTABLISHMENT: Principal		15 YEARS					\$5.00	\$5.00
: Interest							\$14.54	\$14.54
CANAL WATER		62 AC. IN.					\$5.95	\$5.95
CANAL WATER (MAINTENANCE)		1 ACRE					\$55.54	\$55.54
							\$8.00	\$8.00
SUBTOTAL			\$32.00				\$89.04	\$121.04
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERTILIZE	96 HP	0.05 HR		\$0.34	\$0.36	\$0.10	\$0.79	\$1.58
CORRUGATE	40 HP	0.21 HR		\$1.42	\$0.63	\$0.37	\$2.36	\$4.77
DITCHER (2X)	40 HP	0.10 HR		\$0.68	\$0.30	\$0.02	\$1.96	\$2.96
IRRIGATE (11X)		5.50 HR		\$35.48				\$35.48
SUBTOTAL		5.86 HR		\$37.91	\$1.28	\$0.49	\$5.11	\$44.78
OVERHEAD EXPENSES								
DOWNTIME		0.09 HR		\$0.61				\$0.61
EMPLOYEE BENEFITS				\$6.82				\$6.82
INSURANCE			\$0.76					\$0.76
LAND TAXES							\$2.07	\$2.07
SUPERVISION AND MANAGEMENT				\$15.76				\$15.76
OTHER EXPENSES			\$132.88					\$132.88
SUBTOTAL		0.09 HR	\$133.64	\$23.19			\$2.07	\$158.90
TOTAL OPERATING EXPENSES		5.95 HR	\$165.64	\$61.10	\$1.28	\$0.49	\$96.22	\$324.73
NET OPERATING PROFIT								(\$180.73)
INTEREST ON OPERATING CAPITAL	(	\$16.44	@	8.00%	)			\$1.32
INTEREST ON EQUIPMENT INVESTMENT								\$5.13
RETURN TO LAND AND RISK								(\$187.17)

BUDGET SUMMARY

GROSS RETURN	\$144.00	
VARIABLE OPERATING EXPENSES	\$167.41	
RETURN OVER VARIABLE EXPENSES	(\$23.41)	(GROSS MARGIN)
FIXED EXPENSES	\$96.22	
NET FARM INCOME	(\$119.63)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$61.10	
NET OPERATING PROFIT	(\$180.73)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$6.44	
RETURN TO LAND AND RISK	(\$187.17)	

TABLE 7. Corn for silage, flood-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2002.

Planting dates: May 1 - May 20

Harvesting dates: September 1 - September 30

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
CORN SILAGE	\$28.00	21.00	TONS (HAULED)					\$588.00	
TOTAL								\$588.00	
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$1.12	30	000	\$33.66				\$33.66	
ANHYDROUS AMMONIA (NH3)	\$0.1500	225	LBS	\$33.75				\$33.75	
HERBICIDE	\$15.63	1	ACRE	\$15.63				\$15.63	
CANAL WATER		48	AC. IN.				\$43.00	\$43.00	
CANAL WATER (MAINTENANCE)		1	ACRE				\$8.00	\$8.00	
SUBTOTAL				\$83.03				\$51.00	\$134.03
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	96 HP	0.67	HR		\$4.52	\$4.76	\$3.04	\$21.54	\$33.86
DISC (2X)	96 HP	0.34	HR		\$2.30	\$2.42	\$1.42	\$12.73	\$18.86
HARROW	96 HP	0.19	HR		\$1.28	\$1.35	\$0.44	\$3.98	\$7.05
FERTILIZE	96 HP	0.05	HR		\$0.34	\$0.36	\$0.10	\$0.79	\$1.58
CORRUGATE	40 HP	0.21	HR		\$1.42	\$0.63	\$0.37	\$2.36	\$4.77
PRE-IRRIGATE		0.75	HR		\$4.84				\$4.84
PLANTER	96 HP	0.26	HR		\$1.76	\$1.85	\$0.93	\$22.50	\$27.03
CULTIVATOR (2X)	40 HP	0.42	HR		\$2.84	\$1.26	\$0.73	\$4.71	\$9.54
IRRIGATE (9X)		4.50	HR		\$29.03				\$29.03
SUBTOTAL		7.39 HR			\$48.31	\$12.62	\$7.03	\$68.61	\$136.56
HARVEST OPERATIONS									
SILAGE CHOPPER, PTO	96 HP	0.71	HR		\$4.79	\$5.05	\$1.63	\$61.00	\$72.47
LOAD & HAUL	40 HP	0.71	HR		\$4.79	\$2.12	\$1.12	\$21.94	\$29.97
SUBTOTAL		1.42 HR			\$9.59	\$7.17	\$2.75	\$82.93	\$102.44
OVERHEAD EXPENSES									
DOWNTIME		0.89	HR		\$6.01				\$6.01
EMPLOYEE BENEFITS					\$10.42				\$10.42
INSURANCE				\$1.16					\$1.16
LAND TAXES							\$2.07		\$2.07
SUPERVISION AND MANAGEMENT					\$47.44				\$47.44
OTHER EXPENSES				\$132.88					\$132.88
SUBTOTAL		0.89 HR			\$134.04	\$63.87		\$2.07	\$199.98
TOTAL OPERATING EXPENSES		9.70 HR			\$217.07	\$121.76	\$19.78	\$9.78	\$204.62
NET OPERATING PROFIT								\$14.99	
INTEREST ON OPERATING CAPITAL	(	\$47.25	@	8.00%	)			\$3.78
INTEREST ON EQUIPMENT INVESTMENT								\$129.78	
RETURN TO LAND AND RISK								(\$118.56)	
BUDGET SUMMARY									
GROSS RETURN		\$588.00							
VARIABLE OPERATING EXPENSES	\$246.63								
RETURN OVER VARIABLE EXPENSES		\$341.37	(GROSS MARGIN)						
FIXED EXPENSES	\$204.62								
NET FARM INCOME		\$136.75	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$121.76								
NET OPERATING PROFIT		\$14.99	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$133.56								
RETURN TO LAND AND RISK		(\$118.56)							

TABLE 8. Summary of per acre costs and returns for an 80 acre farm, San Juan County, 2002.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	ANNUAL PASTURE EST.	ANNUAL PASTURE	CORN FOR SILAGE
	-----FLOOD-----				
	TONS	TONS		AUMS	TONS
PRIMARY YIELD	2.25	5.00		12.00	21.00
PRIMARY PRICE	110.00	120.00		12.00	28.00
GOVERNMENT PAYMENTS	0.00	0.00		0.00	0.00
SECOND INCOME	10.00	20.00		0.00	0.00
GROSS RETURN	\$257.50	\$620.00		\$144.00	\$588.00
CASH OPERATING EXPENSES					
SEED	\$68.35		\$35.00		\$33.66
FERTILIZER	\$13.50	\$13.50	\$21.40	\$32.00	\$33.75
CHEMICALS		\$16.85			\$15.63
CROP INSURANCE					
OTHER PURCHASED INPUTS	\$7.16	\$15.92	\$0.00	\$0.00	\$0.00
CANAL WATER					
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$14.81	\$11.19	\$11.30	\$1.28	\$19.78
FUEL-IRRIGATION					
REPAIRS	\$7.49	\$4.55	\$6.02	\$0.49	\$9.78
CUSTOM CHARGES					
LAND TAXES	\$2.07	\$2.07		\$2.07	\$2.07
OTHER EXPENSES	\$0.70	\$133.78	\$0.43	\$133.64	\$134.04
TOTAL CASH EXPENSES	\$114.10	\$197.86	\$74.15	\$169.48	\$248.71
RETURN OVER CASH EXPENSES	\$143.40	\$422.14	(\$74.15)	(\$25.48)	\$339.29
FIXED EXPENSES	\$164.56	\$220.16	\$99.49	\$94.15	\$202.54
TOTAL EXPENSES	\$278.66	\$418.02	\$173.65	\$263.63	\$451.25
NET FARM INCOME	(\$21.16)	\$201.98	(\$173.65)	(\$119.63)	\$136.75
LABOR AND MANAGEMENT COSTS	\$79.09	\$105.12	\$44.52	\$61.10	\$121.76
NET OPERATING PROFIT	(\$100.25)	\$96.86	(\$218.17)	(\$180.73)	\$14.99
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL	\$3.94	\$1.97		\$1.32	\$3.78
INTEREST ON EQUIPMENT INVESTMENT	\$98.02	\$82.08		\$5.13	\$129.78
TOTAL CAPITAL COSTS	\$101.96	\$84.04	\$0.00	\$6.44	\$133.56
RETURN TO LAND AND RISK	(\$202.21)	\$12.82	(\$218.17)	(\$187.17)	(\$118.56)

TABLE 9. Whole farm summary, San Juan County, 2002.

GROSS RETURNS		
OAT HAY	6 ACRES	
CROP		\$1,485
GRAZING		\$60
ALFALFA HAY	34 ACRES	
CROP		\$20,400
GRAZING		\$680
PASTURE	20 ACRES	
GRAZING		\$2,880
CORN FOR SILAGE	20 ACRES	
CROP		\$11,760
GROSS RETURN		\$37,265
CASH OPERATING EXPENSES		
SEED		\$1,118
FERTILIZER		\$1,876
CHEMICALS		\$885
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$584
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$902
FUEL-IRRIGATION		\$0
REPAIRS		\$411
CUSTOM CHARGES		\$0
LAND TAXES		\$166
OTHER EXPENSES		\$9,907
TOTAL CASH EXPENSES		\$15,850
RETURN OVER CASH EXPENSES		\$21,415
FIXED EXPENSES		\$13,069
TOTAL EXPENSES		\$28,919
NET FARM INCOME		\$8,346
LABOR AND MANAGEMENT COSTS		\$7,750
NET OPERATING PROFIT		\$596
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$192
INTEREST ON EQUIPMENT INVESTMENT		\$6,077
TOTAL CAPITAL COSTS		\$6,269
RETURN TO LAND AND RISK		(\$5,674)

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	(\$8,874)	0.43%
\$2,500 /ACRE	(\$13,674)	0.23%
\$4,000 /ACRE	(\$18,474)	0.16%
\$5,500 /ACRE	(\$23,274)	0.12%
\$7,000 /ACRE	(\$28,074)	0.10%
\$8,500 /ACRE	(\$32,874)	0.08%

* RETURN TO LAND AND RISK MINUS (INTEREST RATE TIMES LAND VALUE TIMES ACREAGE)

** NET OPERATING PROFIT DIVIDED BY (MACHINERY AND EQUIPMENT VALUE PLUS LAND VALUE)