

TABLE 1. Basic cost information for Union County, 2003.

Item			
<b>Labor Wage Rate:</b>			
Equipment operators	\$/hour		\$7.55
General & Irrigators	\$/hour		\$6.75
<b>Purchased Inputs:</b>			
<b>Fertilizer:</b>			
Nitrogen (N (N))	\$/pound		\$0.36
Phosphate (P205)	\$/pound		\$0.33
Potash (K2O)	\$/pound		\$0.21
<b>Seed:</b>			
Alfalfa	\$/pound		\$3.00
Wheat	\$/pound		\$0.13
Corn for Grain	\$/bag		\$89.75
Grain Sorghum	\$/pound		\$1.20
Haygrazer/Millet	\$/pound		\$0.43
Oats	\$/pound		\$0.40
<b>Natural gas (service charge)</b>			
	\$/MCF		\$3.28
	\$/month		\$10.00
Diesel fuel	\$/gallon		\$1.30
Gasoline	\$/gallon		\$1.35
Electricity	cents/KwHr		5.73
LP Gas	\$/gallon		\$1.21
Baling Twine	\$/roll		\$25.00
Employee Liability Insurance	\$/ \$1,000 wages		\$20.00
Employee Benefits	percent/w ages		18.00%
Labor Downtime	percent		25.00%
<b>Financial Rates:</b>			
Operating Capital Interest Rate	percent		8.00%
Land Interest Rate	percent		7.00%
Equipment Interest Rate	percent		8.00%
Real Interest Rate	percent		4.00%
Land Taxes	\$27.00 /acre		\$0.28
Personal Property Tax Rate - NR	\$/ \$1,000 (Assessed Value)		\$30.93
- R			\$27.08
<b>Supervision Factors</b>			
Field Crop-Irrigation	\$/labor hour		\$1.00
Field Crop-Equipment & General	\$/labor hour		\$0.50
Management Rate	percent		7.00%

BUDGET AREA..... UNION COUNTY, 2003.  
 FARM SIZE ..... 1280 ACRES  
 IRRIGATION TYPE..... SPRINKLER  
 NUMBER OF CROPS... 5

ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE	
		AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	55.00 *	3	165
ALFALFA	375.00	40	15,000
WHEAT	318.75	11	3,506
ARP	0.00		
FLEX IN WHEAT	56.25	11	619
CORN	127.50	34	4,335
ARP	0.00		
FLEX IN WHEAT	22.50	11	248
GRAIN SORGHUM	127.50	12	1,530
ARP	0.00		
FLEX IN WHEAT	22.50	11	248
HAYGRAZER	190.00		
ROADS, HOMESTEAD	40.00		
TOTAL	1280.00		25,650
ACRE FEET PER ACRE OF WATER RIGHTS			1.67

\* DOUBLE-CROPPED

TABLE 1a. Overhead cost information for Union County, 2003.

ITEM			
Electricity (Domestic & Shop)		\$430.00 per month	\$5,160
Telephone		\$210.00 per month	\$2,520
Accounting & Legal			\$3,970
Misc. Supplies & Hand Tools			\$4,030
Pickup and Auto			
miles	31,000 @	\$0.365 per mile	\$11,315
<b>Insurance</b>			
- general liability (non-employee)			\$2,570
- fire/theft			\$2,060
<b>Property Taxes</b>			
- non-planted land			\$40
- other than land & machinery			\$985
Building repairs and maintenance			\$1,655
Dues, fees, publications			\$380
Farmstead Equipment			\$320
Total			\$35,005
Total per planted acre			\$32.17
Total per dryland acre			\$6.43

TABLE 2. Pumping costs and data for irrigation wells, Union County, 2003.

<b>INPUT DATA</b>			
DELIVERY PSI:		DEPTH CHARACTERISTICS:	
SPRINKLER...	30	STATIC.....	180
		DRAW DOV.....	50
		TOTAL HEAD....	230
		CASING.....	400
GALLONS PER MINUTE (GPM)...	700		
WORK HORSEPOWER.....	53		
<b>EFFICIENCY FACTOR:</b>			
ELECTRICITY.....	0.540		
NATURAL GAS.....	0.140		
LP GAS.....	0.140		
DIESEL.....	0.180		
<b>FUEL COST PER UNIT:</b>			
ELECTRICITY.....	5.73	CENTS/K wHr	
NATURAL GAS.....	\$3.28	\$/MCF	
LP GAS.....	\$1.21	\$/GAL	
DIESEL.....	\$1.30	\$/GAL	

**FUEL PUMPING COSTS**

<b>ELECTRIC WELL:</b>	
COST PER HOUR.....\$	\$4.22
COST PER ACRE INCH.....\$	\$2.73
<b>NATURAL GAS WELL:</b>	
COST PER HOUR.....\$	\$3.49
COST PER ACRE INCH.....\$	\$2.26
<b>LP GAS WELL:</b>	
COST PER HOUR.....\$	\$12.70
COST PER ACRE INCH.....\$	\$8.21
<b>DIESEL WELL:</b>	
COST PER HOUR.....\$	\$6.90
COST PER ACRE INCH.....\$	\$4.46

TABLE 3. Equipment summary for a 1,280 acre sprinkler-irrigated farm with above average management, Union County, 2003.

EQUIPMENT	ANNUAL HOURS OF USE		VARIABLE COSTS					FIXED COSTS		
			TOTAL VALUE	FUEL AND LUBRICANT	REPAIR	FUEL,LUBE PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HOUR
ITEM & SIZE		NUMBER								
TRACTOR 95 HP	118	1	\$19,240	\$1,133	\$760	\$9.59	\$6.44	\$1,226	\$221	\$12.25
TRACTOR 126 HP	429	1	\$31,240	\$3,948	\$3,588	\$9.19	\$8.36	\$2,740	\$353	\$7.20
TRACTOR 185 HP	241	1	\$40,700	\$3,245	\$973	\$13.49	\$4.05	\$5,995	\$464	\$26.85
COMBINE 145 HP	102	1	\$38,150	\$1,178	\$2,213	\$11.54	\$21.66	\$7,600	\$588	\$80.16
SWATHER 14 FT	270	1	\$4,300	\$1,316	\$0	\$4.87	\$0.00	\$1,450	\$149	\$5.92
ROUND BALER	287	1	\$4,100		\$0		\$0.00	\$550	\$57	\$2.11
PLANTER 8-ROW	31	1	\$4,060		\$239		\$7.81	\$1,100	\$57	\$37.80
CHISEL HAYMIE 21 FT	78	1	\$1,650		\$53		\$0.68	\$220	\$17	\$3.04
ROLLING CULTIVATOR 8-ROW	38	1	\$4,000		\$104		\$2.72	\$533	\$41	\$15.02
DISC 28 FT	119	1	\$10,000		\$668		\$5.60	\$1,333	\$103	\$12.04
DRILL 21 FT	80	1	\$4,500		\$815		\$10.22	\$900	\$46	\$11.86
CORN HEAD 8-ROW	26	1	\$10,800		\$147		\$5.75	\$1,667	\$129	\$70.41
GRAIN TABLE 22 FT	77	1	\$4,150		\$84		\$1.09	\$501	\$39	\$7.05
SPRAYER 30 FT	26	1	\$1,500		\$54		\$2.13	\$200	\$15	\$8.45
GRAIN CART	102	2	\$6,200		\$222		\$2.17	\$827	\$64	\$8.72
SEMI-TRACTOR/TRAILER	84	1	\$16,000	\$1,308	\$1,093	\$15.52	\$12.96	\$3,200	\$165	\$39.92
CULTI-PACKER	9	1	\$3,200		\$30		\$3.20	\$427	\$33	\$49.16
TANDEM-AXLE TRUCK	18	1	\$9,000	\$154	\$58	\$8.65	\$3.24	\$1,800	\$93	\$106.04
MINI-GATOR SPRINKLER	6779	1	\$2,800	\$633	\$136	\$0.09	\$0.02	\$373	\$29	\$0.06
CENTER PIVOT SPRINKLER	16583	7	\$105,000	\$8,238	\$15,008	\$0.50	\$0.91	\$14,000	\$1,083	\$0.91
NATURAL GAS WELL	16583	4	\$82,000	\$57,848	\$3,773	\$3.49	\$0.23	\$8,632	\$845	\$0.60
			\$402,590	\$79,002	\$30,015			\$55,274	\$4,591	

TABLE 4. Alfalfa establishment, sprinkler-irrigated, budgeted per acre costs and returns for a 1,280 acre farm with above average management, Union County, 2003.  
Planting dates: August 1 - September 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL
<u>PURCHASED INPUTS</u>									
SEED	\$3.00	20 LBS		\$60.00					\$60.00
OAT SEED	\$0.40	30 LBS		\$12.00					\$12.00
PUMP WATER*		3 AC. IN.							
SUBTOTAL				\$72.00					\$72.00
<u>PREHARVEST OPERATIONS</u>									
	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.07 HR			\$0.53	\$0.94	\$0.68	\$2.72	\$4.87
CULTI-PACKER	93 HP	0.17 HR			\$1.28	\$1.63	\$1.64	\$10.44	\$14.99
DRILL	93 HP	0.12 HR			\$0.91	\$1.15	\$2.00	\$2.89	\$6.95
IRRIGATE (4X)		0.40 HR			\$2.70	\$7.73	\$2.20	\$2.93	\$15.55
SUBTOTAL		0.76 HR			\$5.42	\$11.46	\$6.51	\$18.99	\$42.37
<u>OVERHEAD EXPENSES</u>									
DOWNTIME		0.09 HR			\$0.68				\$0.68
EMPLOYEE BENEFITS					\$0.98				\$0.98
INSURANCE				\$0.11					\$0.11
SUPERVISION AND MANAGEMENT					\$8.59				\$8.59
SUBTOTAL		0.09		0.11	10.24				10.35
<u>TOTAL OPERATING EXPENSES</u>		0.85 HR		\$72.11	\$15.66	\$11.46	\$6.51	\$18.99	\$124.72

TABLE 5. Alfalfa hay, sprinkler-irrigated, budgeted per acre costs and returns for a 1,280 acre farm with above average management, Union County, 2003.  
Harvesting dates: June 1 - October 10

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
ALFALFA HAY	\$140.00	6.50	TONS (STACKED)					\$910.00	
TOTAL								\$910.00	
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS		FIXED COST		TOTAL	
NITROGEN (N)	\$0.36	30	LBS	\$10.80				\$10.80	
PHOSPHATE (P2O5)	\$0.33	100	LBS	\$33.00				\$33.00	
POTASH (K2O)	\$0.21	50	LBS	\$10.50				\$10.50	
TRACE ELEMENTS	\$0.15	12	LBS	\$1.80				\$1.80	
ESTABLISHMENT:Principal		7	YEARS			\$17.82		\$17.82	
: Interest						\$5.20		\$5.20	
BALING TWINE	\$25.00	0.57	ROLL	\$14.17				\$14.17	
PUMP WATER*		40	AC. IN.						
SUBTOTAL				\$70.27		\$23.02		\$93.29	
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (11X)		1.10	HR		\$7.43	\$103.06	\$29.29	\$39.05	\$178.82
SUBTOTAL		1.10	HR		\$7.43	\$103.06	\$29.29	\$39.05	\$178.82
HARVEST OPERATIONS									
SWATHER (4X)	13 FT SP	0.64	HR		\$4.83	\$3.12	\$0.00	\$3.79	\$11.73
BALER (4X)	126 HP	0.68	HR		\$5.13	\$6.25	\$5.68	\$6.33	\$23.40
SUBTOTAL		1.32	HR		\$9.97	\$9.37	\$5.68	\$10.12	\$35.14
OVERHEAD EXPENSES									
DOWNTIME		0.33	HR		\$2.49				\$2.49
EMPLOYEE BENEFITS					\$3.13				\$3.13
INSURANCE				\$0.35				\$0.35	\$0.35
LAND TAXES							\$0.28		\$0.28
SUPERVISION AND MANAGEMENT					\$65.46				\$65.46
OTHER EXPENSES				\$32.17					\$32.17
SUBTOTAL		0.33	HR		\$32.52	\$71.08		\$0.28	\$103.88
TOTAL OPERATING EXPENSES		2.75	HR		\$102.79	\$88.47	\$112.43	\$34.97	\$248.66
NET OPERATING PROFIT									\$498.88
INTEREST ON OPERATING CAPITAL	(	\$69.47	@	8.00%	)				\$5.56
INTEREST ON EQUIPMENT INVESTMENT									\$12.55
RETURN TO LAND AND RISK									\$480.76

\* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$910.00	
VARIABLE OPERATING EXPENSES	\$250.18		
RETURN OVER VARIABLE EXPENSES		\$659.82	(GROSS MARGIN)
FIXED EXPENSES	\$72.47		
NET FARM INCOME		\$587.35	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$88.47		
NET OPERATING PROFIT		\$498.88	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$18.11		
RETURN TO LAND AND RISK		\$480.76	

TABLE 6. Wheat, sprinkler-irrigated, budgeted per acre costs and returns for a 1,280 acre farm with above average management, Union County, 2003.  
Planting dates: August 15 - November 15  
Harvesting dates: July 1 - July 15

ITEM	PRICE	YIELD						TOTAL	
<b>GROSS RETURNS</b>									
WHEAT	\$4.50	80.00	BUSHEL					\$360.00	
DIRECT PAYMENT	\$0.52	80.00	BUSHEL					\$41.60	
COUNTER CYCLICAL PAYMENT	\$0.00							\$0.00	
GRAZING	\$40.00	1.00	ACRE					\$40.00	
<b>TOTAL</b>								<b>\$441.60</b>	
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$0.13	100	LBS	\$13.00					\$13.00
MANURE	\$2.70	8	TON	\$21.60					\$21.60
LIVESTOCK FAC & EQUIP								\$5.00	\$5.00
PUMP WATER*		11	AC. IN.						\$0.00
CROP INSURANCE	\$0.12								\$0.12
<b>SUBTOTAL</b>				<b>\$34.60</b>				<b>\$5.00</b>	<b>\$39.72</b>
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.07	HR		\$0.53	\$0.94	\$0.68	\$2.72	\$4.87
CHISEL	185 HP	0.09	HR		\$0.68	\$1.21	\$0.43	\$2.69	\$5.01
DISC	185 HP	0.07	HR		\$0.53	\$0.94	\$0.68	\$2.72	\$4.87
DRILL	126 HP	0.12	HR		\$0.91	\$1.10	\$2.23	\$2.29	\$6.53
IRRIGATE (7X)		0.70	HR		\$4.73	\$29.01	\$8.20	\$11.16	\$53.09
<b>SUBTOTAL</b>		<b>1.05</b>	<b>HR</b>		<b>\$7.37</b>	<b>\$33.21</b>	<b>\$12.20</b>	<b>\$21.58</b>	<b>\$74.36</b>
<b>HARVEST OPERATIONS</b>									
COMBINE	GRAIN TABLE	0.14	HR		\$1.06	\$1.62	\$3.19	\$12.21	\$18.07
GRAIN CART	93 HP	0.14	HR		\$1.06	\$1.34	\$1.20	\$2.94	\$6.54
TRUCK	SEMI	0.14	HR		\$1.06	\$2.17	\$1.81	\$5.59	\$10.63
<b>SUBTOTAL</b>		<b>0.42</b>	<b>HR</b>		<b>\$0.00</b>	<b>\$3.17</b>	<b>\$5.13</b>	<b>\$6.20</b>	<b>\$35.24</b>
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.19	HR		\$1.45				\$1.45
EMPLOYEE BENEFITS					\$1.90				\$1.90
INSURANCE				\$0.21					\$0.21
LAND TAXES							\$0.28		\$0.28
SUPERVISION AND MANAGEMENT					\$32.00				\$32.00
OTHER EXPENSES				\$32.17					\$32.17
<b>SUBTOTAL</b>		<b>0.19</b>	<b>HR</b>		<b>\$32.38</b>	<b>\$35.35</b>		<b>\$0.28</b>	<b>\$68.01</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>1.66</b>	<b>HR</b>		<b>\$66.98</b>	<b>\$45.89</b>	<b>\$38.34</b>	<b>\$18.40</b>	<b>\$217.33</b>
<b>NET OPERATING PROFIT</b>								<b>\$224.27</b>	
INTEREST ON OPERATING CAPITAL	(	\$29.66	@	8.00%	)			\$2.37	
INTEREST ON EQUIPMENT INVESTMENT								\$18.59	
<b>RETURN TO LAND AND RISK</b>								<b>\$203.31</b>	

\* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY		
GROSS RETURN		\$441.60
VARIABLE OPERATING EXPENSES	\$123.73	
RETURN OVER VARIABLE EXPENSES		\$317.87 (GROSS MARGIN)
FIXED EXPENSES	\$47.59	
NET FARM INCOME		\$270.27 (RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$45.89	
NET OPERATING PROFIT		\$224.39 (RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$20.96	
RETURN TO LAND AND RISK		\$203.42

TABLE 7. Corn for grain, sprinkler-irrigated, budgeted per acre costs and returns for a 1,280 acre farm with above average management, Union County, 2003.  
 Planting dates: April 15 - May 15  
 Harvesting dates: October 1 - November 15

ITEM	PRICE	YIELD		TOTAL
<b>GROSS RETURNS</b>				
CORN FOR GRAIN	\$2.40	200.00	BUSHEL	\$480.00
DIRECT PAYMENT	\$0.28	200.00	BUSHEL	\$56.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00	BUSHEL	\$0.00
GRAZING	\$20.00	1.00	ACRE	\$20.00
<b>TOTAL</b>				<b>\$556.00</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	TOTAL
SEED	\$1.12	26 000	\$29.17	\$29.17
NITROGEN (N)	\$0.36	220 LBS	\$79.20	\$79.20
PHOSPHATE (P2O5)	\$0.33	70 LBS	\$23.10	\$23.10
POTASSIUM (K-MAG)	\$0.21	300 LBS	\$63.00	\$63.00
INSECTICIDE	\$15.07	3 ACRE	\$45.20	\$45.20
HERBICIDE	\$22.60	1 ACRE	\$22.60	\$22.60
LIVESTOCK FAC & EQUIP				\$5.00
PUMP WATER*		34 AC. IN.		\$0.00
CROP INSURANCE	\$0.39			\$0.39
<b>SUBTOTAL</b>			<b>\$262.27</b>	<b>\$5.00 \$267.66</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.07 HR		\$0.53	\$0.94	\$0.68	\$2.72	\$4.87
CHISEL	185 HP	0.09 HR		\$0.68	\$1.21	\$0.43	\$2.69	\$5.01
DISC & SPRAY	185 HP	0.10 HR		\$0.76	\$1.35	\$1.18	\$4.73	\$8.02
PLANTER	126 HP	0.12 HR		\$0.91	\$1.10	\$1.94	\$5.40	\$9.35
ROLLING CULT (2X)	126 HP	0.20 HR		\$1.51	\$1.84	\$2.22	\$4.44	\$10.01
SIDEDRESS	185 HP	0.17 HR		\$1.28	\$2.29	\$0.69	\$4.57	\$8.83
IRRIGATE (16X)		1.60 HR		\$10.80	\$89.65	\$25.33	\$34.50	\$160.28
<b>SUBTOTAL</b>		<b>2.35 HR</b>		<b>\$16.46</b>	<b>\$98.40</b>	<b>\$32.45</b>	<b>\$59.05</b>	<b>\$206.37</b>

<b>HARVEST OPERATIONS</b>								
COMBINE	CORN HEAD	0.20 HR		\$1.51	\$2.31	\$5.48	\$30.11	\$39.41
GRAIN CART	93 HP	0.20 HR		\$1.51	\$1.92	\$1.72	\$4.19	\$9.34
TRUCK	SEMI	0.20 HR		\$1.51	\$3.10	\$2.59	\$7.98	\$15.19
<b>SUBTOTAL</b>		<b>0.60 HR</b>		<b>\$0.00</b>	<b>\$4.53</b>	<b>\$7.33</b>	<b>\$9.80</b>	<b>\$42.29</b>

<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.30 HR		\$2.23				\$2.23
EMPLOYEE BENEFITS				\$3.78				\$3.78
INSURANCE				\$0.42				\$0.42
LAND TAXES							\$0.28	\$0.28
SUPERVISION AND MANAGEMENT				\$42.16				\$42.16
OTHER EXPENSES				\$32.17				\$32.17
<b>SUBTOTAL</b>		<b>0.30 HR</b>		<b>\$32.59</b>	<b>\$48.17</b>		<b>\$0.28</b>	<b>\$81.04</b>

<b>TOTAL OPERATING EXPENSES</b>		<b>3.25 HR</b>		<b>\$294.86</b>	<b>\$69.16</b>	<b>\$105.73</b>	<b>\$42.25</b>	<b>\$106.62</b>	<b>\$619.01</b>
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NET OPERATING PROFIT (\$63.01)

INTEREST ON OPERATING CAPITAL	(	\$165.47	@	8.00%	)				\$13.24
INTEREST ON EQUIPMENT INVESTMENT									\$41.33

RETURN TO LAND AND RISK (\$117.58)

\* Pump water costs are shown under irrigation in the preharvest operations section  
 BUDGET SUMMARY

GROSS RETURN		\$556.00		
VARIABLE OPERATING EXPENSES	\$442.84			
RETURN OVER VARIABLE EXPENSES		\$113.16	(GROSS MARGIN)	
FIXED EXPENSES	\$106.62			
NET FARM INCOME		\$6.54	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$69.16			
NET OPERATING PROFIT		(\$62.62)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$54.56			
RETURN TO LAND AND RISK		(\$117.19)		

TABLE 8. Grain sorghum, sprinkler-irrigated, budgeted per acre costs and returns for a 1,280 acre farm with above average management, Union County, 2003.  
Planting dates: May 15 - June 15  
Harvesting dates: October 15 - November 15

ITEM	PRICE	YIELD							TOTAL
<b>GROSS RETURNS</b>									
GRAIN SORGHUM	\$3.95	45.00	CWT						\$177.75
DIRECT PAYMENT	\$0.625	45.00	CWT						\$28.13
COUNTER CYCLICAL PAYMENT	\$0.00	0.00	CWT						\$0.00
GRAZING	\$5.00	1.00	ACRE						\$5.00
<b>TOTAL</b>									<b>\$210.88</b>
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS					TOTAL
SEED	\$1.20	5	LBS	\$6.00					\$6.00
NITROGEN (N)	\$0.36	150	LBS	\$54.00					\$54.00
PHOSPHATE (P205)	\$0.33	50	LBS	\$16.50					\$16.50
HERBICIDE	\$22.60	1	ACRE	\$22.60					\$22.60
LIVESTOCK FAC & EQUIP						\$5.00			\$5.00
PUMP WATER*		12	AC. IN.						
CROP INSURANCE	\$0.39								\$0.39
<b>SUBTOTAL</b>				<b>\$99.10</b>		<b>\$5.00</b>			<b>\$104.50</b>
<b>PREHARVEST OPERATIONS</b>									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.07	HR		\$0.53	\$0.94	\$0.68	\$2.72	\$4.87
CHISEL	185 HP	0.09	HR		\$0.68	\$1.21	\$0.43	\$2.69	\$5.01
DISC & SPRAY	185 HP	0.10	HR		\$0.76	\$1.35	\$1.18	\$4.73	\$8.02
PLANTER	126 HP	0.12	HR		\$0.91	\$1.10	\$1.94	\$5.40	\$9.35
ROLLING CULT.	126 HP	0.10	HR		\$0.76	\$0.92	\$1.11	\$2.22	\$5.00
SIDEDRESS ANHYDROUS	185 HP	0.17	HR		\$1.28	\$2.29	\$0.69	\$4.57	\$8.83
IRRIGATE (6X)		0.60	HR		\$4.05	\$31.64	\$8.94	\$12.17	\$56.81
<b>SUBTOTAL</b>		<b>1.25</b>	<b>HR</b>		<b>\$8.96</b>	<b>\$39.47</b>	<b>\$14.95</b>	<b>\$34.51</b>	<b>\$97.89</b>
<b>HARVEST OPERATIONS</b>									
COMBINE	GRAIN TABLE	0.14	HR		\$1.06	\$1.62	\$3.19	\$12.21	\$18.07
GRAIN CART	93 HP	0.14	HR		\$1.06	\$1.34	\$1.20	\$2.94	\$6.54
TRUCK	2 T 18 FT	0.14	HR		\$1.06	\$1.21	\$0.45	\$14.85	\$17.57
<b>SUBTOTAL</b>		<b>0.42</b>	<b>HR</b>		<b>\$0.00</b>	<b>\$3.17</b>	<b>\$4.17</b>	<b>\$4.84</b>	<b>\$29.99</b>
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.23	HR		\$1.70				\$1.70
EMPLOYEE BENEFITS					\$2.18				\$2.18
INSURANCE				\$0.24				\$0.24	
LAND TAXES							\$0.28	\$0.28	
SUPERVISION AND MANAGEMENT					\$16.02				\$16.02
OTHER EXPENSES				\$32.17				\$32.17	
<b>SUBTOTAL</b>		<b>0.23</b>	<b>HR</b>		<b>\$32.42</b>	<b>\$19.90</b>		<b>\$0.28</b>	<b>\$52.60</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>1.90</b>	<b>HR</b>		<b>\$131.52</b>	<b>\$32.03</b>	<b>\$43.64</b>	<b>\$19.80</b>	<b>\$69.78</b>
<b>NET OPERATING PROFIT</b>									<b>(\$86.28)</b>
INTEREST ON OPERATING CAPITAL	(	\$64.10	@	8.00%					\$5.13
INTEREST ON EQUIPMENT INVESTMENT									\$28.57
<b>RETURN TO LAND AND RISK</b>									<b>(\$119.98)</b>

\* Pump water costs are shown under irrigation in the preharvest operations section  
BUDGET SUMMARY

GROSS RETURN		\$210.88	
VARIABLE OPERATING EXPENSES	\$194.96		
RETURN OVER VARIABLE EXPENSES		\$15.92	(GROSS MARGIN)
FIXED EXPENSES	\$69.78		
NET FARM INCOME		(\$53.86)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$32.03		
NET OPERATING PROFIT		(\$85.89)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$33.69		
RETURN TO LAND AND RISK		(\$119.58)	

TABLE 9. Haygrazer/millet, dryland, budgeted per acre costs and returns for a 1,280 acre farm with above average management, Union County, 2003  
 Planting dates: June 1 - June 15  
 Harvesting dates: September 1 - September 15

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
HAY	\$110.00	1.50 TONS							\$165.00
TOTAL									\$165.00
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL	
SEED	\$0.43	6 LBS	\$2.58					\$2.58	
HERBICIDE	\$13.70	1 ACRE	\$13.70					\$13.70	
BALING TWINE	\$25.00	0.13 ROLL	\$3.33					\$3.33	
SUBTOTAL			\$19.61					\$19.61	
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
CHISEL	185 HP	0.09 HR		\$0.68	\$1.21	\$0.43	\$2.69	\$5.01	
DISC	185 HP	0.07 HR		\$0.53	\$0.94	\$0.68	\$2.72	\$4.87	
DRILL	126 HP	0.12 HR		\$0.91	\$1.10	\$2.23	\$2.29	\$6.53	
SUBTOTAL		0.28 HR		\$2.11	\$3.26	\$3.33	\$7.70	\$16.41	
HARVEST OPERATIONS									
SWATHER	14 FT SP	0.16 HR		\$1.21	\$0.78	\$0.00	\$0.95	\$2.93	
BALER	126 HP	0.17 HR		\$1.28	\$1.56	\$1.42	\$1.58	\$5.85	
SUBTOTAL		0.33 HR	\$0.00	\$2.49	\$2.34	\$1.42	\$2.53	\$8.78	
OVERHEAD EXPENSES									
DOWNTIME		0.15 HR		\$1.15				\$1.15	
EMPLOYEE BENEFITS				\$0.83				\$0.83	
INSURANCE			\$0.09					\$0.09	
LAND TAXES							\$0.28	\$0.28	
SUPERVISION AND MANAGEMENT				\$11.86				\$11.86	
OTHER EXPENSES			\$32.17					\$32.17	
SUBTOTAL		0.15 HR	\$32.27	\$13.84			\$0.28	\$46.38	
TOTAL OPERATING EXPENSES		0.43 HR	\$51.88	\$18.44	\$5.60	\$4.75	\$10.51	\$91.18	
NET OPERATING PROFIT								\$73.82	
INTEREST ON OPERATING CAPITAL	(	\$11.77 @	8.00%	)				\$0.94	
INTEREST ON EQUIPMENT INVESTMENT								\$6.35	
RETURN TO LAND AND RISK								\$66.53	

BUDGET SUMMARY

GROSS RETURN		\$165	
VARIABLE OPERATING EXPENSES	\$62.23		
RETURN OVER VARIABLE EXPENSES		\$102.77	(GROSS MARGIN)
FIXED EXPENSES	\$10.51		
NET FARM INCOME		\$92.26	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$18.44		
NET OPERATING PROFIT		\$73.82	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$7.29		
RETURN TO LAND AND RISK		\$66.53	

TABLE 10. Summary of per acre costs and returns for a 1,280 acre farm with above average management, Union County, 2003.

	ALFALFA ESTABLISHMENT -----SPRINKLER-----	ALFALFA HAY	WHEAT	CORN FOR GRAIN	GRAIN SORGHUM	HAYGRAZER & MILLET -DRYLAND-
	TONS	TONS	BU	BU	CWT	TONS
PRIMARY YIELD	6.50		80.00	200.00	45.00	1.50
PRIMARY PRICE	140.00		4.50	2.40	3.95	110.00
GOVERNMENT PAYMENTS	0.00		41.60	56.00	28.13	0.00
SECOND INCOME	0.00		40.00	20.00	5.00	0.00
GROSS RETURN	\$910.00		\$441.60	\$556.00	\$210.88	\$165.00
CASH OPERATING EXPENSES						
SEED	\$72.00		\$13.00	\$29.17	\$6.00	\$2.58
FERTILIZER		\$56.10	\$21.60	\$165.30	\$70.50	
CHEMICALS				\$67.80	\$22.60	\$13.70
CROP INSURANCE			\$0.12	\$0.39	\$0.39	
OTHER PURCHASED INPUTS		\$14.17				\$3.33
CANAL WATER						
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$3.73	\$9.37	\$9.34	\$16.07	\$11.99	\$5.60
FUEL-IRRIGATION	\$7.73	\$103.06	\$29.01	\$89.65	\$31.64	
REPAIRS	\$6.51	\$34.97	\$18.40	\$42.25	\$19.80	\$4.75
CUSTOM CHARGES						\$0.00
LAND TAXES		\$0.28	\$0.28	\$0.28	\$0.28	\$0.28
OTHER EXPENSES	\$0.11	\$32.52	\$32.38	\$32.59	\$32.42	\$32.27
TOTAL CASH EXPENSES	\$90.07	\$250.46	\$124.13	\$443.51	\$195.63	\$62.51
RETURN OVER CASH EXPENSES	(\$90.07)	\$659.54	\$317.47	\$112.49	\$15.25	\$102.49
FIXED EXPENSES	\$18.99	\$72.19	\$47.32	\$106.35	\$69.50	\$10.23
TOTAL EXPENSES	\$109.06	\$322.65	\$171.45	\$549.86	\$265.13	\$72.74
NET FARM INCOME	(\$109.06)	\$587.35	\$270.15	\$6.14	(\$54.25)	\$92.26
LABOR AND MANAGEMENT COSTS	\$15.66	\$88.47	\$45.89	\$69.16	\$32.03	\$18.44
NET OPERATING PROFIT	(\$124.72)	\$498.88	\$224.27	(\$63.01)	(\$86.28)	\$73.82
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL		\$5.56	\$2.37	\$13.24	\$5.13	\$0.94
INTEREST ON EQUIPMENT INVESTMENT		\$12.55	\$18.59	\$41.33	\$28.57	\$6.35
TOTAL CAPITAL COSTS	\$0.00	\$18.11	\$20.96	\$54.56	\$33.69	\$7.29
RETURN TO LAND AND RISK	(\$124.72)	\$480.76	\$203.31	(\$117.58)	(\$119.98)	\$66.53

TABLE 11. Whole farm summary, Union County, 2003.

GROSS RETURNS		
ALFALFA HAY	375 ACRES	
CROP		\$341,250
WHEAT	420 ACRES	
CROP		\$151,200
GRAZING		\$16,800
DIRECT PAYMENT		\$13,260
COUNTER CYCLICAL PAYMENT		\$0
CORN FOR GRAIN	128 ACRES	
CROP		\$61,200
GRAZING		\$2,550
DIRECT PAYMENT		\$7,140
COUNTER CYCLICAL PAYMENT		\$0
GRAIN SORGHUM	127.5 ACRES	
CROP		\$22,663
GRAZING		\$638
DIRECT PAYMENT		\$3,586
COUNTER CYCLICAL PAYMENT		\$0
HAYGRAZER/MILLET	190 ACRES	
CROP		\$31,350
GROSS RETURN		<u>\$651,637</u>
CASH OPERATING EXPENSES		
SEED		\$14,394
FERTILIZER		\$60,174
CHEMICALS		\$14,129
CROP INSURANCE		\$150
OTHER PURCHASED INPUTS		\$5,946
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$12,283
FUEL-IRRIGATION		\$66,719
REPAIRS		\$30,015
CUSTOM CHARGES		\$0
LAND TAXES		\$345
OTHER EXPENSES		\$40,222
TOTAL CASH EXPENSES		<u>\$244,377</u>
RETURN OVER CASH EXPENSES		\$407,259
FIXED EXPENSES		\$65,671
TOTAL EXPENSES		\$310,048
NET FARM INCOME		\$341,589
LABOR AND MANAGEMENT COSTS		\$69,716
NET OPERATING PROFIT		\$271,873
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$5,601
INTEREST ON EQUIPMENT INVESTMENT		\$22,635
TOTAL CAPITAL COSTS		<u>\$28,236</u>
RETURN TO LAND AND RISK		<u>\$243,637</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$500 /ACRE	\$218,037	26.08%
\$750 /ACRE	\$205,237	19.95%
\$1,000 /ACRE	\$192,437	16.16%
\$1,250 /ACRE	\$179,637	13.58%
\$1,500 /ACRE	\$166,837	11.71%

\* 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)