

TABLE 1. Acreage Summary, Cibola County,
Projected 2004.

BUDGET AREA.....	CIBOLA COUNTY
FARM SIZE.....	300 ACRES
IRRIGATION TYPE.....	FLOOD
NUMBER OF CROPS...	4

ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE	
		AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	25	18	450
ALFALFA	200	42	8,400
PASTURE ESTABLISHMENT	2	18	36
PASTURE	40	30	1,200
WHEAT	20	24	480
SWEET CORN	8	30	240
ROADS, HOMESTEAD	5		
TOTAL	300		10,806
ACRE FEET PER ACRE OF WATER RIGHTS			3.00

TABLE 2. Basic cost information for Cibola County,
Projected 2004.

Item		
Labor Wage Rate:		
Equipment operators	\$/hour	\$6.45
General & Irrigators	\$/hour	\$5.15
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.29
Phosphate (P205)	\$/pound	\$0.20
Seed:		
Alfalfa	\$/pound	\$2.80
Oats	\$/pound	\$0.30
Sweet Corn	\$/pound	\$7.50
Wheat	\$/pound	\$0.18
Pasture	\$/pound	\$2.50
Baling wire	\$/pound	\$0.38
Gopher control	\$/acre	\$1.50
Canal water	\$/acre	\$10.00
Energy:		
Diesel fuel	\$/gallon	\$1.50
Gasoline	\$/gallon	\$1.45
Electricity	cents/KwHr	3.78
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	6.50%
Land Interest Rate	percent	6.00%
Equipment Interest Rate	percent	6.50%
Real Interest Rate	percent	4.00%
Land Taxes	\$36.00 /acre (full value)	\$0.33
Personal Property Tax Rate - NR	\$/ \$1,000 (Assessed Value)	\$27.80
- R		\$22.30
Supervision Factors		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equipment & General	\$/labor hour	\$0.50
Management Rate	percent	7.00%

TABLE 3. Overhead cost information for Cibola County,
Projected 2004.

Item		
Electricity (Domestic & Shop)	\$225.00 per month	\$2,700
Telephone	\$125.00 per month	\$1,500
Accounting & Legal		\$1,655
Misc. Supplies & Hand Tools		\$2,735
Pickup and Auto		
miles	20,000 @ \$0.365 per mile	\$7,300
Insurance		
- general liability (non-employee		\$1,815
- fire/theft		\$1,435
Property Taxes		
- non-planted land		\$112
- other than land & machinery		\$650
Building repairs and maintenance		\$1,340
Dues, fees, publications		\$410
Farmstead Equipment		\$175
Total		\$21,827
Total Per Planted Acre		\$74.49

TABLE 4. Equipment summary for a 300 acre farm with above average management, Cibola County, Projected 2004.

EQUIPMENT		ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	VARIABLE COSTS				FIXED COSTS		
ITEM & SIZE	FUEL, OIL, LUBRICANT				REPAIR	FUEL, OIL PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HR	
TRACTOR	40 HP	32	1	\$1,600	\$140	\$12	\$4.34	\$0.38	\$50	\$12	\$1.90
TRACTOR	65 HP	154	1	\$2,400	\$1,084	\$115	\$7.05	\$0.75	\$138	\$25	\$1.06
TRACTOR	93 HP	209	1	\$19,045	\$2,157	\$503	\$10.30	\$2.40	\$1,226	\$199	\$6.81
PICKUP	3/4 TON	50	1	\$15,000	\$457	\$165	\$9.14	\$3.30	\$3,000	\$139	\$62.78
BALEWAGON PTO		129	1	\$1,500		\$681		\$5.28	\$800	\$74	\$6.78
BALER	2 WIRE	135	1	\$1,600		\$276		\$2.04	\$385	\$36	\$3.11
CULTIVATOR	4 ROW	3	1	\$1,500		\$6		\$1.86	\$120	\$14	\$39.85
FLOAT	10 FT	18	1	\$450		\$1		\$0.04	\$28	\$3	\$1.74
DISC	14 FT	15	1	\$3,000		\$39		\$2.58	\$240	\$28	\$17.71
LISTER	4 ROW	1	1	\$1,600		\$3		\$1.98	\$128	\$15	\$99.19
PLOW	3 BOTTOM	37	1	\$3,350		\$84		\$2.28	\$268	\$31	\$8.12
DRILL	12 FT	10	1	\$2,200		\$17		\$1.67	\$220	\$20	\$24.36
SPRAYER (MTD)	12 FT	4	1	\$1,375		\$2		\$0.66	\$138	\$13	\$41.73
SWATHER	16 FT	69	1	\$21,350	\$386	\$299	\$5.62	\$4.34	\$3,621	\$335	\$57.54
BORDER DISC 6-DIS	6 DISC	2	1	\$300		\$1		\$0.37	\$24	\$3	\$11.40
FERT SPREADER		10	1	\$2,300		\$14		\$1.38	\$230	\$21	\$24.16
				\$78,570	\$4,224	\$2,218			\$10,615	\$968	

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2004.
Harvesting Dates: June 15 - September 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$140.00	3.00 TONS (STACKED)						\$420.00
GRAZING	\$10.00	1.00 ACRE						\$10.00
TOTAL							\$430.00	
PURCHASED INPUTS								
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
PHOSPHATE (P2O5)	\$0.20	40 LBS	\$8.00					\$8.00
WIRE	\$0.38	26 LBS	\$9.83					\$9.83
GOPHER CONTROL	\$1.50	1 ACRE	\$1.50					\$1.50
ESTABLISHMENT: Principal		8 YEARS						\$0.00
: Interest								\$0.00
CANAL WATER		42 AC. IN.	\$10.00					\$10.00
SUBTOTAL			\$29.33				\$0.00	\$29.33
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERT SPREADER	93 HP	0.05 HR		\$0.32	\$0.52	\$0.19	\$1.55	\$2.58
GOPHER CONTROL	40 HP	0.15 HR		\$0.97	\$0.65	\$0.06	\$0.29	\$1.96
IRRIGATE (6X)		3.00 HR		\$15.45				\$15.45
SUBTOTAL				\$16.74	\$1.17	\$0.25	\$1.83	\$19.99
HARVEST OPERATIONS								
SWATHER (3X)	16 FT	0.33 HR		\$2.13	\$1.85	\$1.43	\$18.99	\$24.40
BALER (3X)	65 HP	0.63 HR		\$4.06	\$4.44	\$1.76	\$2.62	\$12.89
BALEWAGON (3X)	93 HP	0.60 HR		\$3.87	\$6.18	\$4.61	\$8.15	\$22.81
SUBTOTAL				\$10.06	\$12.48	\$7.80	\$29.76	\$60.10
OVERHEAD EXPENSES								
DOWNTIME		0.43 HR		\$2.76				\$2.76
EMPLOYEE BENEFITS				\$4.82				\$4.82
INSURANCE			\$0.54					\$0.54
LAND TAXES						\$0.33		\$0.33
SUPERVISION AND MANAGEMENT				\$33.96				\$33.96
OTHER EXPENSES			\$74.49					\$74.49
SUBTOTAL				\$41.54			\$0.33	\$116.90
TOTAL OPERATING EXPENSES		5.19 HR	\$104.36	\$68.34	\$13.64	\$8.05	\$31.93	\$226.32
NET OPERATING PROFIT							\$203.68	
INTEREST ON OPERATING CAPITAL		(\$16.71	@	6.50%)	\$1.09	
INTEREST ON EQUIPMENT INVESTMENT							\$21.04	
RETURN TO LAND AND RISK							\$181.56	

BUDGET SUMMARY

GROSS RETURN		\$430.00	
VARIABLE OPERATING EXPENSES	\$126.05		
RETURN OVER VARIABLE EXPENSES		\$303.95	(GROSS MARGIN)
FIXED EXPENSES	\$31.93		
NET FARM INCOME		\$272.02	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$68.34		
NET OPERATING PROFIT		\$203.68	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$22.12		
RETURN TO LAND AND RISK		\$181.56	

TABLE 7. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2004.
Planting Dates: May 15 - July 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
<u>PURCHASED INPUTS</u>								
GRASS SEED	\$2.50	15 LBS	\$37.50					\$37.50
CANAL WATER		18 AC. IN.	\$10.00					\$10.00
SUBTOTAL			\$47.50					\$47.50
<u>PREHARVEST OPERATIONS</u>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	93 HP	0.67 HR		\$4.32	\$6.90	\$3.14	\$10.00	\$24.36
DISC (2X)	93 HP	0.14 HR		\$0.90	\$1.44	\$0.70	\$3.43	\$6.48
FLOAT	93 HP	0.24 HR		\$1.55	\$2.47	\$0.59	\$2.05	\$6.66
DRILL	65 HP	0.21 HR		\$1.35	\$1.48	\$0.51	\$5.34	\$8.68
BORDER DISC	40 HP	0.05 HR		\$0.32	\$0.22	\$0.04	\$0.66	\$1.24
IRRIGATE (3X)		1.50 HR		\$7.73				\$7.73
SUBTOTAL		2.81 HR		\$16.17	\$12.52	\$4.97	\$21.48	\$55.14
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		0.33 HR		\$2.11				\$2.11
EMPLOYEE BENEFITS				\$2.91				\$2.91
INSURANCE			\$0.32					\$0.32
LAND TAXES							\$0.33	\$0.33
SUPERVISION AND MANAGEMENT				\$9.34				\$9.34
SUBTOTAL		0.33 HR	\$0.32	\$14.36			\$0.33	\$15.02
<u>TOTAL OPERATING EXPENSES</u>		3.14 HR	\$47.82	\$30.54	\$12.52	\$4.97	\$21.81	\$117.66

TABLE 8. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2004.
Harvesting Dates: September 30 - June 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
PASTURE	\$12.00	6.00 AUMS						\$72.00
TOTAL								\$72.00
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS			FIXED COST	TOTAL	
LIVESTOCK FAC & EQUIP ESTABLISHMENT: Principal		20 YEARS				\$3.00	\$3.00	
: Interest						\$5.88	\$5.88	
CANAL WATER		30 AC. IN.	\$10.00			\$3.91	\$3.91	
							\$10.00	
SUBTOTAL			\$10.00			\$12.79	\$22.79	
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (5X)		2.50 HR		\$12.88				\$12.88
SUBTOTAL		2.50 HR		\$12.88				\$12.88
OVERHEAD EXPENSES								
DOWNTIME		0.00 HR		\$0.00				\$0.00
EMPLOYEE BENEFITS				\$2.32				\$2.32
INSURANCE			\$0.26					\$0.26
LAND TAXES							\$0.33	\$0.33
SUPERVISION AND MANAGEMENT				\$7.54				\$7.54
OTHER EXPENSES			\$74.49					\$74.49
SUBTOTAL		0.00 HR	\$74.75	\$9.86			\$0.33	\$84.94
TOTAL OPERATING EXPENSES		2.50 HR	\$84.75	\$22.73	\$0.00	\$0.00	\$13.12	\$120.61
NET OPERATING PROFIT								(\$48.61)
INTEREST ON OPERATING CAPITAL		(\$5.00 @	6.50%)				\$0.33
INTEREST ON EQUIPMENT INVESTMENT								\$0.00
RETURN TO LAND AND RISK								(\$48.93)

BUDGET SUMMARY

GROSS RETURN		\$72.00	
VARIABLE OPERATING EXPENSES	\$84.75		
RETURN OVER VARIABLE EXPENSES		(\$12.75)	(GROSS MARGIN)
FIXED EXPENSES	\$13.12		
NET FARM INCOME		(\$25.88)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$22.73		
NET OPERATING PROFIT		(\$48.61)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$0.33		
RETURN TO LAND AND RISK		(\$48.93)	

TABLE 9. Wheat for grain, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2004.
Planting Dates: August 1 - September 30
Harvesting Dates: July 1 - August 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
GRAIN	\$3.75	20.00 BUSHELS	\$75.00
GRAZING	\$11.00	2.00 AUMS	\$22.00
STRAW	\$2.00	50.00 BALE	\$100.00
TOTAL			\$197.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.18	80 LBS	\$14.40		\$14.40
BALING WIRE	\$0.38	14 LBS	\$5.46		\$5.46
CANAL WATER		24 ACRE IN.	\$10.00		\$10.00
					\$0.00
SUBTOTAL			\$29.86		\$29.86

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	93 HP	0.67 HR		\$4.32	\$6.90	\$3.14	\$10.00	\$24.36
DISC (2X)	93 HP	0.28 HR		\$1.81	\$2.89	\$1.40	\$6.86	\$12.95
FLOAT (2X)	93 HP	0.48 HR		\$3.10	\$4.95	\$1.17	\$4.10	\$13.32
DRILL	65 HP	0.21 HR		\$1.35	\$1.48	\$0.51	\$5.34	\$8.68
BORDER DISC	40 HP	0.05 HR		\$0.32	\$0.22	\$0.04	\$0.66	\$1.24
IRRIGATE (4X)		2.00 HR		\$10.30				\$10.30
SUBTOTAL		3.69 HR		\$21.20	\$16.43	\$6.25	\$26.96	\$70.85

HARVEST OPERATIONS

COMBINE (CUSTOM)			\$16.57					\$16.57
HAUL (CUSTOM)			\$3.80					\$3.80
BALER, 2-WIRE	65 HP	0.21 HR		\$1.35	\$1.48	\$0.59	\$0.87	\$4.30
BALE WAGON	93 HP	0.20 HR		\$1.29	\$2.06	\$1.54	\$2.72	\$7.60
SUBTOTAL		0.41 HR	\$20.37	\$2.64	\$3.54	\$2.12	\$3.59	\$32.27

OVERHEAD EXPENSES

DOWNTIME		0.53 HR		\$3.39				\$3.39
EMPLOYEE BENEFITS				\$4.29				\$4.29
INSURANCE			\$0.48					\$0.48
LAND TAXES							\$0.33	\$0.33
SUPERVISION AND MANAGEMENT				\$16.84				\$16.84
OTHER EXPENSES			\$74.49					\$74.49
SUBTOTAL		0.53 HR	\$74.97	\$24.52			\$0.33	\$99.82

TOTAL OPERATING EXPENSES 4.63 HR \$125.21 \$48.36 \$19.97 \$8.37 \$30.89 \$232.80

NET OPERATING PROFIT (\$35.80)

INTEREST ON OPERATING CAPITAL	(\$22.77	@	6.50%)	\$1.48
INTEREST ON EQUIPMENT INVESTMENT						\$24.30

RETURN TO LAND AND RISK (\$61.58)

BUDGET SUMMARY

GROSS RETURN		\$197.00	
VARIABLE OPERATING EXPENSES	\$153.55		
RETURN OVER VARIABLE EXPENSES		\$43.45	(GROSS MARGIN)
FIXED EXPENSES	\$30.89		
NET FARM INCOME		\$12.56	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$48.36		
NET OPERATING PROFIT		(\$35.80)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$25.78		
RETURN TO LAND AND RISK		(\$61.58)	

TABLE 10. Sweet corn, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2004.
Planting Dates: May 5 - May 25
Harvest Dates: August 15 - September 20

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
CORN	\$2.00	700.00 DOZEN						\$1,400.00
TOTAL								\$1,400.00
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST	TOTAL	
SEED	\$7.50	13 LBS	\$93.75				\$93.75	
NITROGEN (N)	\$0.29	120 LBS	\$34.80				\$34.80	
PHOSPHATE (P2O5)	\$0.20	45 LBS	\$9.00				\$9.00	
HERBICIDE	\$19.28	1 ACRE	\$19.28				\$19.28	
INSECTICIDE	\$13.18	2 X/ACRE	\$26.36				\$26.36	
CANAL WATER		30 AC. IN.	\$10.00				\$10.00	
SUBTOTAL			\$193.19				\$193.19	
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	93 HP	0.14 HR		\$0.90	\$1.44	\$0.70	\$3.43	\$6.48
PLOW	93 HP	0.67 HR		\$4.32	\$6.90	\$3.14	\$10.00	\$24.36
SPRAY	65 HP	0.15 HR		\$0.97	\$1.06	\$0.21	\$6.42	\$8.66
FERT SPREADER	93 HP	0.05 HR		\$0.32	\$0.52	\$0.19	\$1.55	\$2.58
DISC	93 HP	0.14 HR		\$0.90	\$1.44	\$0.70	\$3.43	\$6.48
FLOAT	93 HP	0.24 HR		\$1.55	\$2.47	\$0.59	\$2.05	\$6.66
LISTER	65 HP	0.18 HR		\$1.16	\$1.27	\$0.49	\$18.04	\$20.97
PRE-IRRIGATE		0.75 HR		\$3.86				\$3.86
HAND PLANT		5.00 HR		\$25.75				\$25.75
SPRAY (2X)	65 HP	0.30 HR		\$1.94	\$2.11	\$0.42	\$12.84	\$17.31
CULTIVATOR (2X)	65 HP	0.42 HR		\$2.71	\$2.96	\$1.10	\$17.18	\$23.95
IRRIGATE (4X)		2.00 HR		\$10.30				\$10.30
SUBTOTAL		10.04 HR		\$54.68	\$20.18	\$7.53	\$74.94	\$157.33
HARVEST OPERATIONS								
HAND PICK		25.00 HR		\$128.75				\$128.75
HAUL	3/4 TON	6.25 HR		\$40.31	\$57.09	\$20.63	\$392.38	\$510.41
SUBTOTAL		31.25 HR		\$169.06	\$57.09	\$20.63	\$392.38	\$639.16
OVERHEAD EXPENSES								
DOWNTIME		3.26 HR		\$21.04				\$21.04
EMPLOYEE BENEFITS				\$40.27				\$40.27
INSURANCE			\$4.47					\$4.47
LAND TAXES						\$0.33		\$0.33
SUPERVISION AND MANAGEMENT				\$107.28				\$107.28
OTHER EXPENSES			\$74.49					\$74.49
SUBTOTAL		3.26 HR	\$78.97	\$168.59		\$0.33		\$247.90
TOTAL OPERATING EXPENSES		13.30 HR	\$272.16	\$392.34	\$77.27	\$28.15	\$467.65	\$1,237.58
NET OPERATING PROFIT								\$162.42
INTEREST ON OPERATING CAPITAL		(\$110.00 @ 6.50%)						\$7.15
INTEREST ON EQUIPMENT INVESTMENT								\$176.31
RETURN TO LAND AND RISK								(\$21.03)

BUDGET SUMMARY

GROSS RETURN	\$1,400.00	
VARIABLE OPERATING EXPENSES	\$377.59	
RETURN OVER VARIABLE EXPENSES	\$1,022.41	(GROSS MARGIN)
FIXED EXPENSES	\$467.65	
NET FARM INCOME	\$554.76	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$392.34	
NET OPERATING PROFIT	\$162.42	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$183.46	
RETURN TO LAND AND RISK	(\$21.03)	

TABLE 11. Summary of per acre costs and returns, 300 acre farm with above average management, Cibola County, Projected 2004.

	ALFALFA ESTABLISHMEN T	ALFALFA HAY	PERMANENT PASTURE ESTABLISHMEN	PERMANENT PASTURE	WHEAT FOR GRAIN	SWEET CORN
	TONS	TONS		AUMS	BU	DOZ
PRIMARY YIELD	3.50	3.00		6.00	20.00	700.00
PRIMARY PRICE	\$100.00	\$140.00		\$12.00	\$3.75	\$2.00
GOVERNMENT PAYMENTS	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00
SECOND INCOME	\$0.00	\$10.00		\$0.00	\$122.00	\$0.00
GROSS RETURN	\$350.00	\$430.00		\$72.00	\$197.00	\$1,400.00
CASH OPERATING EXPENSES						
SEED	\$65.00		\$37.50		\$14.40	\$93.75
FERTILIZER		\$8.00				\$43.80
CHEMICALS		\$1.50				\$45.64
CROP INSURANCE					\$0.00	
OTHER PURCHASED INPUTS		\$9.83			\$5.46	
CANAL WATER	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$18.12	\$13.64	\$12.52	\$0.00	\$19.97	\$77.27
FUEL-IRRIGATION						
REPAIRS	\$8.26	\$8.05	\$4.97	\$0.00	\$8.37	\$28.15
CUSTOM CHARGES					\$20.37	
LAND TAXES	\$0.33	\$0.33	\$0.33	\$0.33	\$0.33	\$0.33
OTHER EXPENSES	\$74.90	\$75.03	\$0.32	\$74.75	\$74.97	\$78.97
TOTAL CASH EXPENSES	\$176.62	\$126.39	\$65.64	\$85.09	\$153.88	\$377.92
RETURN OVER CASH EXPENSES	\$173.38	\$303.61	(\$65.64)	(\$13.09)	\$43.12	\$1,022.08
FIXED EXPENSES	\$34.83	\$31.60	\$21.48	\$12.79	\$30.55	\$467.32
TOTAL EXPENSES	\$211.45	\$157.98	\$87.12	\$97.88	\$184.44	\$845.24
NET FARM INCOME	\$138.55	\$272.02	(\$87.12)	(\$25.88)	\$12.56	\$554.76
LABOR AND MANAGEMENT COSTS	\$44.25	\$68.34	\$30.54	\$22.73	\$48.36	\$392.34
NET OPERATING PROFIT	\$94.30	\$203.68	(\$117.66)	(\$48.61)	(\$35.80)	\$162.42
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL	\$2.79	\$1.09		\$0.33	\$1.48	\$7.15
INTEREST ON EQUIPMENT INVESTMENT	\$26.16	\$21.04		\$0.00	\$24.30	\$176.31
TOTAL CAPITAL COSTS	\$28.96	\$22.12	\$0.00	\$0.33	\$25.78	\$183.46
RETURN TO LAND AND RISK	\$65.34	\$181.56	(\$117.66)	(\$48.93)	(\$61.58)	(\$21.03)

TABLE 12. Whole farm summary, Cibola County,
Projected 2004.

GROSS RETURNS		
ALFALFA HAY	200 ACRES	
CROP		\$84,000
GRAZING		\$2,000
PASTURE	40 ACRES	
GRAZING		\$2,880
WHEAT FOR GRAIN	20 ACRES	
CROP		\$1,500
GRAZING		\$440
STRAW		\$2,000
SWEET CORN	8 ACRES	
CROP		\$11,200
GROSS RETURN		<u>\$104,020</u>
CASH OPERATING EXPENSES		
SEED		\$2,738
FERTILIZER		\$1,950
CHEMICALS		\$665
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$2,076
CANAL WATER		\$2,950
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$4,224
FUEL-IRRIGATION		\$0
REPAIRS		\$2,218
CUSTOM CHARGES		\$407
LAND TAXES		\$98
OTHER EXPENSES		\$22,001
TOTAL CASH EXPENSES		<u>\$39,329</u>
RETURN OVER CASH EXPENSES		\$64,691
FIXED EXPENSES		\$11,859
TOTAL EXPENSES		\$51,188
NET FARM INCOME		\$52,832
LABOR AND MANAGEMENT COSTS		\$19,850
NET OPERATING PROFIT		\$32,982
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$387
INTEREST ON EQUIPMENT INVESTMENT		\$6,758
TOTAL CAPITAL COSTS		<u>\$7,145</u>
RETURN TO LAND AND RISK		<u><u>\$25,837</u></u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	\$13,837	8.71%
\$2,000 /ACRE	\$1,837	4.86%
\$3,000 /ACRE	(\$10,163)	3.37%
\$4,000 /ACRE	(\$22,163)	2.58%
\$5,000 /ACRE	(\$34,163)	2.09%

* 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)