

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

BUDGET AREA.....	CIBOLA COUNTY		
FARM SIZE.....	10 ACRES		
IRRIGATION TYPE.....	FLOOD		
NUMBER OF CROPS.....	3		
		WATER USE	
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	0.5	18	9
ALFALFA	4.0	48	192
PASTURE ESTABLISHMENT	0.5	18	9
PASTURE	4.0	30	120
CORN	1.0	30	30
TOTAL	10.00		360
ACRE FEET PER ACRE OF WATER RIGHTS			3.00

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

Item			
Labor Wage Rate:		\$/hour	\$5.15
Purchased Inputs			
Seed:			
Alfalfa		\$/pound	\$2.80
Oats		\$/pound	\$0.30
Corn		\$/bag	\$85.00
Wheat		\$/pound	\$0.18
Pasture		\$/pound	\$2.50
Baling wire		\$/pound	\$0.38
Gopher control		\$/acre	\$1.00
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	\$12.00
Employee Benefits		percent/wages	12.00%
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 - R	\$/1,000 (Assessed Value)	\$27.80 \$22.30
Supervision Factors		\$/labor hour	\$0.50
Management Rate		percent	4.00%

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

Item			
Electricity (Domestic & Shop)		\$0.00 per month	\$0
Telephone		\$0.00 per month	\$0
Accounting & Legal			\$140
Misc. Supplies & Hand Tools			\$260
Pickup and Auto			
miles	2,500	@ \$0.345 per mile	\$863
Insurance			
- general liability (non-employee)			\$0
- fire/theft			\$0
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$75
Building repairs and maintenance			\$120
Dues, fees, publications			\$120
Farmstead Equipment			\$0
Total			<u>\$1,578</u>
Total Per Planted Acre			\$197.19

TABLE 4. Equipment summary for a 10 acre part-time farm, 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	14	1	\$1,600	\$61.39	\$1.06	\$4.34	\$0.08	\$50.00	\$11.58	\$4.35
BALER	2 WIRE	8	1	\$1,600		\$1.25		\$0.15	\$385.00	\$35.68	\$51.78
DRAG	10 FT	1	1	\$250		\$0.01		\$0.01	\$20.00	\$2.32	\$28.80
DISC	6 FT	2	1	\$600		\$1.58		\$0.74	\$48.00	\$5.56	\$25.26
PLOW	2 BOTTOM	3	1	\$250		\$0.81		\$0.31	\$20.00	\$2.32	\$8.52
DRILL (BORROWE	10 FT	0	1	\$0		\$0.00		\$0.00			
BORDER DISC	6 DISC	0	1	\$300		\$0.04		\$0.37	\$24.00	\$2.78	\$267.80
				\$4,600	\$61.39	\$4.75			\$547.00	\$60.23	

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Projected 2004.
Harvest Dates: June 15 - September 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
ALFALFA HAY	\$130.00	3.00 TONS (IN FIELD)	\$390.00
GRAZING	\$10.00	1.00 ACRE	\$10.00
TOTAL			\$400.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
WIRE ESTABLISHMENT: Principal	\$0.38	26 LBS	\$9.83		\$9.83
: Interest		10 YEARS		\$22.76	\$22.76
CANAL WATER		48 AC. IN.	\$10.00	\$14.16	\$14.16
SUBTOTAL			\$19.83	\$36.92	\$56.76

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (6X)		3.75 HR		\$19.31				\$19.31
SUBTOTAL		3.75 HR		\$19.31	\$0.00	\$0.00	\$0.00	\$19.31

HARVEST OPERATIONS								
SWATHER (CUSTOM) (3X)			\$17.50					\$17.50
BALER (3X)	40 HP	1.95 HR		\$10.04	\$8.46	\$0.45	\$109.45	\$128.40
SUBTOTAL		1.95 HR	\$17.50	\$10.04	\$8.46	\$0.45	\$109.45	\$145.90

OVERHEAD EXPENSES								
DOWNTIME		0.49 HR		\$2.51				\$2.51
EMPLOYEE BENEFITS				\$3.52				\$3.52
INSURANCE			\$0.35					\$0.35
LAND TAXES							\$0.33	\$0.33
SUPERVISION AND MANAGEMENT				\$18.85				\$18.85
OTHER EXPENSES			\$197.19					\$197.19
SUBTOTAL		0.49 HR	\$197.54	\$24.88			\$0.33	\$222.76

TOTAL OPERATING EXPENSES		6.19 HR	\$234.87	\$54.24	\$8.46	\$0.45	\$146.70	\$444.72
NET OPERATING PROFIT								(\$44.72)
INTEREST ON OPERATING CAPITAL		(\$12.12	@	6.50%)		\$0.79
INTEREST ON EQUIPMENT INVESTMENT								\$71.26
RETURN TO LAND AND RISK								(\$116.77)

BUDGET SUMMARY		
GROSS RETURN		\$400.00
VARIABLE OPERATING EXPENSES	\$243.78	
RETURN OVER VARIABLE EXPENSES	\$156.22	(GROSS MARGIN)
FIXED EXPENSES	\$146.70	
NET FARM INCOME	\$9.52	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$54.24	
NET OPERATING PROFIT	(\$44.72)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$72.04	
RETURN TO LAND AND RISK		(\$116.77)

TABLE 7. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, 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	40 HP	1.31 HR		\$6.75	\$5.68	\$0.50	\$16.86	\$29.79
DISC (2X)	40 HP	1.06 HR		\$5.46	\$4.60	\$0.87	\$31.39	\$42.32
DRAG	40 HP	0.31 HR		\$1.60	\$1.34	\$0.03	\$10.28	\$13.24
DRILL	40 HP	0.41 HR		\$2.11	\$1.78	\$0.03	\$1.78	\$5.71
BORDER DISC	40 HP	0.10 HR		\$0.52	\$0.43	\$0.04	\$27.22	\$28.21
IRRIGATE (3X)		2.25 HR		\$11.59				\$11.59
SUBTOTAL		5.44 HR		\$28.02	\$13.84	\$1.47	\$87.53	\$130.86
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		0.80 HR		\$4.11				\$4.11
EMPLOYEE BENEFITS				\$3.36				\$3.36
INSURANCE			\$0.34					\$0.34
LAND TAXES							\$0.33	\$0.33
SUPERVISION AND MANAGEMENT				\$9.85				\$9.85
SUBTOTAL		0.80 HR	\$0.34	\$17.32			\$0.33	\$17.99
<u>TOTAL OPERATING EXPENSES</u>		6.24 HR	\$47.84	\$45.34	\$13.84	\$1.47	\$87.86	\$196.35

TABLE 8. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Projected 2004.
Harvest Dates: Year-round

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
PASTURE	\$12.00	5.00 AUMS						\$60.00
TOTAL								\$60.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
ESTABLISHMENT: Principal		20 YEARS					\$9.82	\$9.82
: Interest							\$4.42	\$4.42
CANAL WATER		30 AC. IN.	\$10.00					\$10.00
SUBTOTAL			\$10.00				\$14.24	\$24.24

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (4X)		3.00 HR		\$15.45				\$15.45
SUBTOTAL		3.00 HR		\$15.45				\$15.45

OVERHEAD EXPENSES								
DOWNTIME		0.00 HR		\$0.00				\$0.00
EMPLOYEE BENEFITS				\$1.85				\$1.85
INSURANCE			\$0.19					\$0.19
LAND TAXES						\$0.33		\$0.33
SUPERVISION AND MANAGEMENT				\$3.90				\$3.90
OTHER EXPENSES			\$197.19					\$197.19
SUBTOTAL		0.00 HR	\$197.37	\$5.75			\$0.33	\$203.46

TOTAL OPERATING EXPENSES		3.00 HR	\$207.37	\$21.20	\$0.00	\$0.00	\$14.57	\$243.15
NET OPERATING PROFIT								(\$183.15)
INTEREST ON OPERATING CAPITAL		(\$5.00 @	6.50%)				\$0.33
INTEREST ON EQUIPMENT INVESTMENT								\$0.00
RETURN TO LAND AND RISK								(\$183.47)

BUDGET SUMMARY

GROSS RETURN		\$60.00	
VARIABLE OPERATING EXPENSES	\$207.37		
RETURN OVER VARIABLE EXPENSES		(\$147.37)	(GROSS MARGIN)
FIXED EXPENSES	\$14.57		
NET FARM INCOME		(\$161.95)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$21.20		
NET OPERATING PROFIT		(\$183.15)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$0.33		
RETURN TO LAND AND RISK		(\$183.47)	

TABLE 9. Field corn, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Projected 2004.
 Planting Dates: May 25 - June 25
 Harvest Dates: October 15 - November 20

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
CORN	\$4.38	40.00 CWT						\$175.20
TOTAL								\$175.20
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
CORN SEED	\$1.06	10 000	\$10.63					\$10.63
CANAL WATER		30 AC. IN.	\$10.00					\$10.00
SUBTOTAL			\$20.63					\$20.63
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	40 HP	1.31 HR		\$6.75	\$5.68	\$0.50	\$16.86	\$29.79
DISC (2X)	40 HP	1.06 HR		\$5.46	\$4.60	\$0.87	\$31.39	\$42.32
DRAG	40 HP	0.31 HR		\$1.60	\$1.34	\$0.03	\$10.28	\$13.24
HAND RIDGE		10.00 HR		\$51.50				\$51.50
HAND PLANT		5.00 HR		\$25.75				\$25.75
HAND HOE		5.00 HR		\$25.75				\$25.75
IRRIGATE (3X)		2.25 HR		\$11.59				\$11.59
SUBTOTAL		24.93 HR		\$128.39	\$11.63	\$1.40	\$58.53	\$199.94
HARVEST OPERATIONS								
HAND PICK		25.00 HR		\$128.75				\$128.75
SUBTOTAL		25.00 HR		\$128.75	\$0.00	\$0.00	\$0.00	\$128.75
OVERHEAD EXPENSES								
DOWNTIME		0.67 HR		\$3.45				\$3.45
EMPLOYEE BENEFITS				\$30.86				\$30.86
INSURANCE			\$3.09					\$3.09
LAND TAXES						\$0.33		\$0.33
SUPERVISION AND MANAGEMENT				\$18.94				\$18.94
OTHER EXPENSES			\$197.19					\$197.19
SUBTOTAL		0.67 HR	\$200.27	\$53.25		\$0.33		\$253.86
TOTAL OPERATING EXPENSES		50.60 HR	\$220.90	\$310.39	\$11.63	\$1.40	\$58.86	\$603.18
NET OPERATING PROFIT								(\$427.98)
INTEREST ON OPERATING CAPITAL		(\$13.57 @ 6.50%)						\$0.88
INTEREST ON EQUIPMENT INVESTMENT								\$49.51
RETURN TO LAND AND RISK								(\$478.37)

BUDGET SUMMARY			
GROSS RETURN		\$175.20	
VARIABLE OPERATING EXPENSES	\$233.92		
RETURN OVER VARIABLE EXPENSES		(\$58.72)	(GROSS MARGIN)
FIXED EXPENSES	\$58.86		
NET FARM INCOME		(\$117.59)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$310.39		
NET OPERATING PROFIT		(\$427.98)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$50.40		
RETURN TO LAND AND RISK		(\$478.37)	

TABLE 10. Summary of per acre costs and returns, 10 acre part-time farm, Cibola County
Projected 2004.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PERMANENT PASTURE ESTABLISHMENT	PERMANENT PASTURE	FIELD CORN
	TONS	TONS		AUMS	CWT
PRIMARY YIELD	2.00	3.00		5.00	40.00
PRIMARY PRICE	\$100.00	\$130.00		\$12.00	\$4.38
GOVERNMENT PAYMENTS	\$0.00	\$0.00		\$0.00	\$0.00
SECOND INCOME	\$0.00	\$10.00		\$0.00	\$0.00
GROSS RETURN	\$200.00	\$400.00		\$60.00	\$175.20
CASH OPERATING EXPENSES					
SEED	\$71.00		\$37.50		\$10.63
FERTILIZER					
CHEMICALS					
CROP INSURANCE					
OTHER PURCHASED INPUTS	\$6.56	\$9.83			
CANAL WATER	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$18.00	\$8.46	\$13.84	\$0.00	\$11.63
FUEL-IRRIGATION					
REPAIRS	\$1.65	\$0.45	\$1.47	\$0.00	\$1.40
CUSTOM CHARGES	\$17.50	\$17.50			
LAND TAXES	\$0.33	\$0.33	\$0.33	\$0.33	\$0.33
OTHER EXPENSES	\$0.40	\$197.54	\$0.34	\$197.37	\$200.27
TOTAL CASH EXPENSES	\$125.44	\$244.11	\$63.48	\$207.71	\$234.26
RETURN OVER CASH EXPENSES	\$74.56	\$155.89	(\$63.48)	(\$147.71)	(\$59.06)
FIXED EXPENSES	\$134.29	\$146.37	\$87.53	\$14.24	\$58.53
TOTAL EXPENSES	\$259.73	\$390.48	\$151.01	\$221.95	\$292.79
NET FARM INCOME	(\$59.73)	\$9.52	(\$151.01)	(\$161.95)	(\$117.59)
LABOR AND MANAGEMENT COSTS	\$60.65	\$54.24	\$45.34	\$21.20	\$310.39
NET OPERATING PROFIT	(\$120.37)	(\$44.72)	(\$196.35)	(\$183.15)	(\$427.98)
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL	\$3.23	\$0.79		\$0.33	\$0.88
INTEREST ON EQUIPMENT INVESTMENT	\$103.97	\$71.26		\$0.00	\$49.51
TOTAL CAPITAL COSTS	\$107.20	\$72.04	\$0.00	\$0.33	\$50.40
RETURN TO LAND AND RISK	(\$227.58)	(\$116.77)	(\$196.35)	(\$183.47)	(\$478.37)

TABLE 11. Whole farm summary, Cibola County,
Projected 2004.

GROSS RETURNS		
ALFALFA HAY	4 ACRES	
CROP		\$1,560
GRAZING		\$40
PASTURE	4 ACRES	
CROP		\$240
FIELD CORN	1 ACRES	
CROP		\$175
GROSS RETURN		\$2,015
CASH OPERATING EXPENSES		
SEED		\$65
FERTILIZER		\$0
CHEMICALS		\$0
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$43
CANAL WATER		\$100
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$61
FUEL-IRRIGATION		\$0
REPAIRS		\$5
CUSTOM CHARGES		\$79
LAND TAXES		\$3
OTHER EXPENSES		\$1,780
TOTAL CASH EXPENSES		\$2,136
RETURN OVER CASH EXPENSES		(\$121)
FIXED EXPENSES		\$682
TOTAL EXPENSES		\$2,818
NET FARM INCOME		(\$802)
LABOR AND MANAGEMENT COSTS		\$665
NET OPERATING PROFIT		(\$1,468)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$7
INTEREST ON EQUIPMENT INVESTMENT		\$387
TOTAL CAPITAL COSTS		\$393
RETURN TO LAND AND RISK		(\$1,861)

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	(\$2,261)	-10.05%
\$2,500 /ACRE	(\$2,861)	-4.96%
\$4,000 /ACRE	(\$3,461)	-3.29%
\$5,500 /ACRE	(\$4,061)	-2.46%
\$7,000 /ACRE	(\$4,661)	-1.97%
\$8,500 /ACRE	(\$5,261)	-1.64%

* 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)