

TABLE 1. Acreage Summary, Torrance and Santa Fe Counties,
Projected 2004.

BUDGET AREA..... ESTANCIA BASIN, TORRANCE AND SANTA FE COUNTIES			
FARM SIZE.....	900 ACRES		
IRRIGATION TYPE.....	SPRINKLER and FLOOD		
NUMBER OF CROPS..	6		
		WATER USE	
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	64.00 *	4	256
ALFALFA	320.00	44	14,080
WHEAT	68.00	15	1,020
ARP	0.00		
FLEX IN CORN FOR SILAGE	12.00	28	336
CORN FOR GRAIN	134.00	28	3,752
ARP	0.00		
FLEX IN CORN FOR SILAGE	24.00	28	672
CORN SILAGE	160.00	30	4,800
PINTO BE	80.00	12	960
IDLE, ROADS, HOMESTEAD	100.00		
	TOTAL		25,876
	ACRE FEET PER ACRE OF WATER RIGHTS		2.40

* DOUBLE-CROPPED

TABLE 2. Basic cost information for the Estancia Basin,
Projected 2004.

Item			
Labor Wage Rate:			
Equipment operators	\$/hour		\$6.75
General & Irrigators	\$/hour		\$6.45
Purchased Inputs:			
Fertilizer:			
Anhydrous Ammonia (NH3)	\$/ton		\$450.00
Nitrogen (N)	\$/pound		\$0.29
Phosphate (P205)	\$/pound		\$0.20
Potash (K20)	\$/pound		\$0.13
Seed:			
Alfalfa	\$/pound		\$2.80
Wheat	\$/pound		\$0.18
Corn	\$/bag		\$85.00
Pinto Beans	\$/pound		\$0.70
Baling Wire	\$/pound		\$0.38
Baling Twine	\$/roll		\$19.50
Natural gas	\$/MCF		\$7.22
(service charge)	\$/month		\$10.00
Diesel fuel	\$/gallon		\$1.50
Gasoline	\$/gallon		\$1.45
Electricity	cents/KwHr		6.90
LP Gas	\$/gallon		\$1.21
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	\$100.00 /acre (full value)		\$0.81
Personal Property Tax Rate	- NR	\$/\$1,000 (Assessed Value)	\$24.17
	- R		\$23.07
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 the Estancia Basin,
Projected 2004.

Item			
Electricity (Domestic & Shop)		\$220.00 per month	\$2,640
Telephone		\$135.00 per month	\$1,620
Accounting & Legal			\$1,605
Misc. Supplies & Hand Tools			\$2,410
Pickup and Auto			
miles	25,750	@ \$0.365 per mile	\$9,399
Insurance			
- general liability (non-employee)			\$3,005
- fire/theft			\$1,770
Property Taxes			
- non-planted land			\$70
- other than land & machinery			\$765
Building repairs and maintenance			\$1,350
Dues, fees, publications			\$400
Farmstead Equipment			\$175
		Total	\$25,209
		Total Per Planted Acre	\$31.59

TABLE 4. Pumping costs and data for irrigation wells, Estancia Basin,
Projected 2004.

INPUT DATA			
DELIVERY PSI: SPRINKLER	40	DEPTH CHARACTERISTICS: STATIC.....	175
		DRAW DOWN.....	25
		TOTAL HEAD.....	200
		CASING.....	250
GALLONS PER MINUTE (GPM)	850		
WORK HORSEPOWER	63		
EFFICIENCY FACTOR:			
ELECTRICITY	0.540		
NATURAL GAS	0.154		
LP GAS	0.154		
DIESEL	0.160		
FUEL COSTS:			
ELECTRICITY	6.90	CENTS/KwHr	
NATURAL GAS	\$7.22	\$/MCF	
LP GAS	\$1.21	\$/GAL	
DIESEL	\$1.50	\$/GAL	

PUMPING COSTS

ELECTRIC WELL:		
COST PER HOUR		\$6.02
COST PER ACRE INCH		\$3.20
NATURAL GAS WELL:		
COST PER HOUR		\$8.24
COST PER ACRE INCH		\$4.39
LP GAS WELL:		
COST PER HOUR		\$13.69
COST PER ACRE INCH		\$7.29
DIESEL WELL:		
COST PER HOUR		\$10.61
COST PER ACRE INCH		\$5.65

TABLE 5. Equipment summary for a 900 acre irrigated farm with above average management, Estancia Basin
Projected 2004.

EQUIPMENT ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	VARIABLE COSTS				FIXED COSTS		
				FUEL, OIL, LUBRICANT	REPAIR	FUEL, OIL PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HR
TRACTOR 65 HP	143	1	\$2,400	\$1,005	\$107	\$7.05	\$0.75	\$138	\$22	\$1.12
TRACTOR 126 HP	749	1	\$31,240	\$7,941	\$10,464	\$10.60	\$13.97	\$2,740	\$276	\$4.03
TRACTOR 185 HP	442	1	\$38,035	\$6,888	\$2,228	\$15.57	\$5.04	\$5,995	\$362	\$14.37
COMBINE 95 HP	120	1	\$1,200	\$1,348	\$0	\$11.24	\$0.00	\$338	\$54	\$3.27
GRAIN HD 13 FT	20	1	\$2,100		\$7		\$0.34	\$380	\$23	\$19.75
CORN HD 4-ROW 4 ROW	60	1	\$1,300		\$96		\$1.62	\$283	\$17	\$5.05
BEAN HEAD 12.67 FT	40	1	\$1,200		\$50		\$1.24	\$267	\$16	\$7.07
TRUCK 2 TON	599	1	\$22,000	\$7,882	\$5,377	\$13.16	\$8.98	\$4,400	\$177	\$7.64
SWATHER 16 FT	106	1	\$21,350	\$593	\$688	\$5.62	\$6.52	\$3,621	\$292	\$37.05
BALER PTO 1 TON	67	1	\$41,720		\$117		\$1.74	\$5,812	\$351	\$91.71
TWIN RAKES 28 FT	48	1	\$3,400		\$134		\$2.79	\$340	\$27	\$7.65
PLANTER 6 ROW	80	1	\$4,250		\$768		\$9.65	\$850	\$34	\$11.11
CHISEL 12 FT	79	1	\$1,200		\$58		\$0.73	\$160	\$10	\$2.15
CULTIVATOR 6 ROW	64	1	\$2,500		\$99		\$1.55	\$333	\$20	\$5.55
DISC 21 FT	127	1	\$6,000		\$427		\$3.36	\$800	\$48	\$6.67
DRILL 12 FT	28	1	\$2,200		\$87		\$3.12	\$440	\$18	\$16.51
PLANE 14 FT	89	1	\$2,750		\$113		\$1.27	\$367	\$22	\$4.37
ENSILAGE CHOPPER 3 ROW	114	1	\$5,350		\$355		\$3.13	\$920	\$74	\$8.75
LISTER 6 ROW	69	1	\$2,150		\$92		\$1.33	\$287	\$17	\$4.38
ROD WEEDER 23 FT	6	1	\$625		\$4		\$0.63	\$83	\$5	\$13.81
SPRAYER 16 FT	131	1	\$1,400		\$0		\$0.00	\$187	\$11	\$1.52
FRONT END LOADER	480	1	\$2,550	\$3,456	\$0	\$7.20	\$0.00	\$255	\$21	\$0.57
FERT SPREADER	43	1	\$2,300		\$111		\$2.58	\$511	\$19	\$12.29
SPRINKLER CENTER PIVOT	10710	4	\$60,000	\$296	\$9,693	\$0.03	\$0.91	\$8,000	\$483	\$0.79
NATURAL GAS WELL	13777	8	\$118,000	\$113,519	\$2,755	\$8.24	\$0.20	\$12,421	\$951	\$1.04
			\$377,220	\$142,928	\$33,829			\$49,925	\$3,352	

TABLE 6. Alfalfa establishment, sprinkler-irrigated, budgeted per acre costs and returns for a 900 acre farm above average management, Estancia Basin, Projected 2004.
Planting dates: August 1 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
PURCHASED INPUTS								
SEED	\$2.80	20 LBS	\$56.00					\$56.00
PUMP WATER*		4 AC. IN.						\$0.00
								\$0.00
SUBTOTAL			\$56.00					\$56.00
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.18 HR		\$1.22	\$2.80	\$1.51	\$3.79	\$9.32
CHISEL	185 HP	0.20 HR		\$1.35	\$3.11	\$1.15	\$3.30	\$8.92
DISC	185 HP	0.09 HR		\$0.61	\$1.40	\$0.76	\$1.89	\$4.66
FERT SPREADER	65 HP	0.05 HR		\$0.34	\$0.35	\$0.17	\$0.67	\$1.53
PLANE	185 HP	0.19 HR		\$1.28	\$2.96	\$1.20	\$3.56	\$9.00
DRILL	65 HP	0.21 HR		\$1.42	\$1.48	\$0.81	\$3.70	\$7.41
IRRIGATE (2X)		0.20 HR		\$1.29	\$17.61	\$2.35	\$3.90	\$25.15
SUBTOTAL		1.12 HR		\$7.50	\$29.71	\$7.95	\$20.82	\$65.99
OVERHEAD EXPENSES								
DOWNTIME		0.23 HR		\$1.55				\$1.55
EMPLOYEE BENEFITS				\$1.35				\$1.35
INSURANCE			\$0.15					\$0.15
SUPERVISION AND MANAGEMENT				\$9.20				\$9.20
SUBTOTAL		0.23 HR	\$0.15	\$12.10				\$12.25
TOTAL OPERATING EXPENSES		1.35 HR	\$56.15	\$19.60	\$29.71	\$7.95	\$20.82	\$134.24

TABLE 7. Alfalfa hay, sprinkler-irrigated, budgeted per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, Projected 2004.
Harvesting dates: June 15 - October 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
ALFALFA HAY	\$130.00	5.75 TONS (STACKED)	\$747.50
GRAZING	\$10.00	1.00 ACRE	\$10.00
TOTAL			\$757.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
PHOSPHATE (P205)	\$0.20	92.00 LBS	\$18.40		\$18.40
INSECTICIDE (CUSTOM)	\$23.14	1.00 ACRE	\$23.14		\$23.14
LIVESTOCK FAC & EQUIP				\$5.00	\$5.00
PLASTIC TWINE	\$19.50	977.50 FT	\$4.77		\$4.77
ESTABLISHMENT: Principal		5.00 YEARS		\$26.85	\$26.85
: Interest				\$4.61	\$4.61
PUMP WATER*		44.00 AC. IN.			
SUBTOTAL			\$46.31	\$36.46	\$82.76

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERT SPREADER	185 HP	0.05 HR		\$0.34	\$0.78	\$0.38	\$1.33	\$2.83
IRRIGATE (10X)		1.00 HR		\$6.45	\$193.68	\$25.89	\$42.93	\$268.94
SUBTOTAL		1.05 HR		\$6.79	\$194.45	\$26.27	\$44.26	\$271.77

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER (3X)	16 FT SP	0.33 HR		\$2.23	\$1.85	\$2.15	\$12.23	\$18.46
RAKE (3X)	65 HP	0.15 HR		\$1.01	\$1.06	\$0.53	\$1.32	\$3.92
BALER (3X)	155 HP	0.21 HR		\$1.42	\$3.27	\$1.42	\$22.28	\$28.39
LOAD & HAUL (3X)	2 TON	1.50 HR		\$10.13	\$46.44	\$34.42	\$18.36	\$109.35
SUBTOTAL		2.19 HR		\$14.78	\$52.62	\$38.53	\$54.18	\$160.11

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.52 HR		\$3.53				\$3.53
EMPLOYEE BENEFITS			\$3.88				\$3.88
INSURANCE		\$0.43					\$0.43
LAND TAXES						\$0.81	\$0.81
SUPERVISION AND MANAGEMENT			\$55.07				\$55.07
OTHER EXPENSES		\$31.59					\$31.59
SUBTOTAL	0.52 HR	\$32.02	\$62.48			\$0.81	\$95.31

TOTAL OPERATING EXPENSES	3.76 HR	\$78.33	\$84.05	\$247.08	\$64.79	\$135.70	\$609.95
NET OPERATING PROFIT							\$147.55
INTEREST ON OPERATING CAPITAL	(\$85.93	@	6.50%)		\$5.59
INTEREST ON EQUIPMENT INVESTMENT							\$7.69
RETURN TO LAND AND RISK							\$134.27

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

BUDGET SUMMARY

GROSS RETURN		\$757.50	
VARIABLE OPERATING EXPENSES	\$390.20		
RETURN OVER VARIABLE EXPENSES	\$367.30	(GROSS MARGIN)	
FIXED EXPENSES	\$135.70		
NET FARM INCOME	\$231.60	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$84.05		
NET OPERATING PROFIT	\$147.55	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$13.28		
RETURN TO LAND AND RISK	\$134.27		

TABLE 8. Wheat, sprinkler-irrigated, budgeted per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, Projected 2004.
Planting dates: September 15 - October 31
Harvesting dates: July 15 - August 5

ITEM	PRICE	YIELD	BASE						TOTAL
GROSS RETURNS									
WHEAT	\$3.75	20.00	BUSHEL						\$75.00
DIRECT PAYMENT	\$0.52	20.00	BUSHEL	0.85					\$8.84
COUNTER CYCLICAL PAYMENT	\$0.00								\$0.00
GRAZING	\$40.00	1.00	ACRE						\$40.00
TOTAL									\$123.84
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL	
SEED	\$0.18	100 LBS	\$18.00						\$18.00
ANHYDROUS AMMONIA (NH3)	\$0.23	100 LBS	\$22.50						\$22.50
NITROGEN (N)	\$0.29	22 LBS	\$6.38						\$6.38
PHOSPHATE (P205)	\$0.20	44 LBS	\$8.80						\$8.80
POTASH (K20)	\$0.13	22 LBS	\$2.86						\$2.86
LIVESTOCK FAC & EQUIP PUMP WATER*		15 ACRE IN.			\$5.00				\$5.00
CROP INSURANCE	\$0.74								\$0.74
SUBTOTAL			\$58.54				\$5.00		\$64.28
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC (2X)	185 HP	0.18 HR		\$1.22	\$2.80	\$1.51	\$3.79	\$9.32	
FERT SPREADER	185 HP	0.05 HR		\$0.34	\$0.78	\$0.38	\$1.33	\$2.83	
ANHYDROUS APPL.	185 HP	0.17 HR		\$1.15	\$2.65	\$0.86	\$2.44	\$7.09	
ER 6-ROW	126 HP	0.12 HR		\$0.81	\$1.27	\$1.84	\$0.94	\$4.85	
DRILL	65 HP	0.21 HR		\$1.42	\$1.48	\$0.81	\$3.70	\$7.41	
IRRIGATE (4X)		2.00 HR		\$12.90	\$66.03	\$8.83	\$14.63	\$102.38	
SUBTOTAL		2.73 HR		\$17.83	\$75.01	\$14.22	\$26.83	\$133.89	
HARVEST OPERATIONS									
COMBINE	126 HP	0.30 HR		\$2.03	\$3.37	\$0.10	\$6.91	\$12.41	
HAUL	2 TON	0.50 HR		\$3.38	\$6.58	\$4.49	\$3.82	\$18.26	
SUBTOTAL		0.80 HR		\$5.40	\$9.95	\$4.59	\$10.73	\$30.67	
OVERHEAD EXPENSES									
DOWNTIME		0.18 HR		\$1.23				\$1.23	
EMPLOYEE BENEFITS				\$4.18				\$4.18	
INSURANCE			\$0.36					\$0.36	
LAND TAXES							\$0.81	\$0.81	
SUPERVISION AND MANAGEMENT				\$11.03				\$11.03	
OTHER EXPENSES			\$31.59					\$31.59	
SUBTOTAL		0.18 HR		\$31.95	\$16.45		\$0.81	\$49.20	
TOTAL OPERATING EXPENSES		3.71 HR		\$90.49	\$39.67	\$84.96	\$18.81	\$43.37	\$278.03
NET OPERATING PROFIT									(\$154.19)
INTEREST ON OPERATING CAPITAL		(\$53.16 @	6.50%)					\$3.46
INTEREST ON EQUIPMENT INVESTMENT									\$11.61
RETURN TO LAND AND RISK									(\$169.26)

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

BUDGET SUMMARY

GROSS RETURN		\$123.84	
VARIABLE OPERATING EXPENSES	\$194.26		
RETURN OVER VARIABLE EXPENSES		(\$70.42)	(GROSS MARGIN)
FIXED EXPENSES	\$43.37		
NET FARM INCOME		(\$113.78)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$39.67		
NET OPERATING PROFIT		(\$153.46)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$15.07		
RETURN TO LAND AND RISK		(\$168.52)	

TABLE 9. Corn for grain, sprinkler-irrigated, budgeted per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, Projected 2004.
Planting dates: April 20 - May 5
Harvesting dates: October 15 - November 15

ITEM	PRICE	YIELD	BASE					TOTAL	
GROSS RETURNS									
CORN	\$2.45	160.00 BUSHELS						\$392.00	
DIRECT PAYMENT	\$0.28	160.00 BUSHELS	0.85					\$38.08	
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 BUSHELS						\$0.00	
GRAZING	\$12.00	1.00 ACRE						\$12.00	
TOTAL								\$442.08	
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
SEED	\$1.06	25 000	\$26.56						\$26.56
ANHYDROUS AMMONIA (NH3)	\$0.23	250 LBS	\$56.25						\$56.25
NITROGEN (N)	\$0.29	22 LBS	\$6.38						\$6.38
PHOSPHATE (P2O5)	\$0.20	44 LBS	\$8.80						\$8.80
INSECTICIDE (FLY-ON)	\$11.37	1 ACRE	\$11.37						\$11.37
INSECTICIDE	\$16.99	1 ACRE	\$16.99						\$16.99
HERBICIDE	\$16.99	1 ACRE	\$16.99						\$16.99
LIVESTOCK FAC & EQUIP							\$5.00		\$5.00
PUMP WATER*		28 AC. IN.							
CROP INSURANCE	\$0.29								\$0.29
SUBTOTAL			\$143.33				\$5.00		\$148.62
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC (2X)	185 HP	0.18 HR		\$1.22	\$2.80	\$1.51	\$3.79	\$9.32	
CHISEL	185 HP	0.20 HR		\$1.35	\$3.11	\$1.15	\$3.30	\$8.92	
FERT SPREADER	185 HP	0.05 HR		\$0.34	\$0.78	\$0.38	\$1.33	\$2.83	
DISC & SPRAY	185 HP	0.14 HR		\$0.95	\$2.18	\$1.18	\$3.16	\$7.46	
ANHYDROUS APPL.	185 HP	0.17 HR		\$1.15	\$2.65	\$0.86	\$2.44	\$7.09	
LISTER	126 HP	0.12 HR		\$0.81	\$1.27	\$1.84	\$1.01	\$4.93	
PLANTER & SPRAY	126 HP	0.20 HR		\$1.35	\$2.12	\$4.72	\$3.33	\$11.52	
CULTIVATOR (1X)	65 HP	0.13 HR		\$0.88	\$0.92	\$0.30	\$0.87	\$2.96	
IRRIGATE (13X)		1.30 HR		\$8.39	\$123.25	\$16.47	\$27.32	\$175.42	
SUBTOTAL		2.49 HR		\$16.42	\$139.08	\$28.41	\$46.55	\$230.45	
HARVEST OPERATIONS									
COMBINE	126 HP	0.35 HR		\$2.36	\$3.93	\$0.57	\$2.91	\$9.77	
HAUL	2-TON	0.50 HR		\$3.38	\$6.58	\$4.49	\$3.82	\$18.26	
SUBTOTAL		0.85 HR		\$5.74	\$10.51	\$5.05	\$6.73	\$28.04	
OVERHEAD EXPENSES									
DOWNTIME		0.47 HR		\$3.16				\$3.16	
EMPLOYEE BENEFITS				\$3.99				\$3.99	
INSURANCE			\$0.44					\$0.44	
LAND TAXES							\$0.81	\$0.81	
SUPERVISION AND MANAGEMENT				\$34.88				\$34.88	
OTHER EXPENSES			\$31.59					\$31.59	
SUBTOTAL		0.47 HR	\$32.03	\$42.02			\$0.81	\$74.86	
TOTAL OPERATING EXPENSES		3.81 HR	\$175.36	\$64.18	\$149.59	\$33.46	\$59.09	\$481.98	
NET OPERATING PROFIT								(\$39.90)	
INTEREST ON OPERATING CAPITAL		(\$114.98 @	6.50%)				\$7.47	
INTEREST ON EQUIPMENT INVESTMENT								\$14.54	
RETURN TO LAND AND RISK								(\$61.91)	

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

BUDGET SUMMARY

GROSS RETURN		\$442.08	
VARIABLE OPERATING EXPENSES	\$358.42		
RETURN OVER VARIABLE EXPENSES		\$83.66	(GROSS MARGIN)
FIXED EXPENSES	\$59.09		
NET FARM INCOME		\$24.58	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$64.18		
NET OPERATING PROFIT		(\$39.60)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$22.01		
RETURN TO LAND AND RISK		(\$61.62)	

TABLE 10. Corn silage, flood-irrigated, budgeted per acre costs and returns for a 900 acre farm with above average management, Estancia Basin,
 Projected 2004.
 Planting dates: April 20 - May 5
 Harvesting dates: September 15 - October 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN SILAGE	\$24.00	26.00 TONS (CUT)	\$624.00
TOTAL			\$624.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.06	25 000	\$26.56		\$26.56
ANHYDROUS AMMONIA (NH3)	\$0.23	250 LBS	\$56.25		\$56.25
NITROGEN (N)	\$0.29	22 LBS	\$6.38		\$6.38
PHOSPHATE (P205)	\$0.20	44 LBS	\$8.80		\$8.80
HERBICIDE	\$15.41	1 ACRE	\$15.41		\$15.41
INSECTICIDE (FLY-ON)	\$11.37	1 ACRE	\$11.37		\$11.37
INSECTICIDE	\$15.44	1 ACRE	\$15.44		\$15.44
IRRIGATION WATER		30 AC. IN.			
SUBTOTAL			\$140.21		\$140.21

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.18 HR		\$1.22	\$2.80	\$1.51	\$3.79	\$9.32
CHISEL	185 HP	0.20 HR		\$1.35	\$3.11	\$1.15	\$3.30	\$8.92
LAND PLANE	185 HP	0.24 HR		\$1.62	\$3.74	\$1.51	\$4.50	\$11.37
FERT SPREADER	185 HP	0.05 HR		\$0.34	\$0.78	\$0.38	\$1.33	\$2.83
LISTER & SPRAY	126 HP	0.17 HR		\$1.15	\$1.80	\$2.60	\$1.69	\$7.24
PRE-IRRIGATE		0.75 HR		\$4.84	\$26.32	\$0.64	\$3.32	\$35.12
PLANTER & SPRAY	126 HP	0.20 HR		\$1.35	\$2.12	\$4.72	\$3.33	\$11.52
CULTIVATOR	65 HP	0.13 HR		\$0.88	\$0.92	\$0.30	\$0.87	\$2.96
IRRIGATE (4X)		2.00 HR		\$12.90	\$105.29	\$2.56	\$13.29	\$134.04
SUBTOTAL		3.92 HR		\$25.64	\$146.88	\$15.38	\$35.42	\$223.31
HARVEST OPERATIONS								
ENSILAGE CHOPPER	126 HP	0.71 HR		\$4.79	\$7.53	\$12.14	\$9.07	\$33.53
SUBTOTAL		0.71 HR		\$4.79	\$7.53	\$12.14	\$9.07	\$33.53
OVERHEAD EXPENSES								
DOWNTIME		0.47 HR		\$3.17				\$3.17
EMPLOYEE BENEFITS				\$5.48				\$5.48
INSURANCE			\$0.61					\$0.61
LAND TAXES							\$0.81	\$0.81
SUPERVISION AND MANAGEMENT				\$47.35				\$47.35
OTHER EXPENSES			\$31.59					\$31.59
SUBTOTAL		0.47 HR	\$32.20	\$56.00			\$0.81	\$89.00
TOTAL OPERATING EXPENSES		5.10 HR	\$172.41	\$86.43	\$154.41	\$27.52	\$45.30	\$486.06
NET OPERATING PROFIT								\$137.94
INTEREST ON OPERATING CAPITAL		(\$112.31 @	6.50%)				\$7.30
INTEREST ON EQUIPMENT INVESTMENT								\$17.13
RETURN TO LAND AND RISK								\$113.51

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

BUDGET SUMMARY

GROSS RETURN		\$624.00	
VARIABLE OPERATING EXPENSES	\$354.33		
RETURN OVER VARIABLE EXPENSES	\$269.67	(GROSS MARGIN)	
FIXED EXPENSES	\$45.30		
NET FARM INCOME	\$224.37	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$86.43		
NET OPERATING PROFIT	\$137.94	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$24.43		
RETURN TO LAND AND RISK	\$113.51		

TABLE 11. Pinto beans, flood-irrigated, budgeted per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, Projected 2004.
Planting dates: May 15 - June 10
Harvesting dates: September 1 - October 31

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
PINTO BEANS	\$20.00	20.00 CWT (THRESHER RUN)	\$400.00
TOTAL			\$400.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.70	60 LBS	\$42.00		\$42.00
NITROGEN (N)	\$0.29	18 LBS	\$5.22		\$5.22
PHOSPHATE (P205)	\$0.20	46 LBS	\$9.20		\$9.20
INSECTICIDE (CUSTOM)	\$15.62	1 ACRE	\$15.62		\$15.62
HERBICIDE	\$16.99	1 ACRE	\$16.99		\$16.99
PUMP WATER*		12 AC. IN.			
SUBTOTAL			\$89.02		\$89.02

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.18 HR		\$1.22	\$2.80	\$1.51	\$3.79	\$9.32
LAND PLANE (2X)	185 HP	0.48 HR		\$3.24	\$7.47	\$3.02	\$8.99	\$22.73
FERT SPREADER	185 HP	0.05 HR		\$0.34	\$0.78	\$0.38	\$1.33	\$2.83
LISTER & SPRAY	126 HP	0.17 HR		\$1.15	\$1.80	\$2.60	\$1.69	\$7.24
PLANTER	126 HP	0.17 HR		\$1.15	\$1.80	\$4.02	\$2.57	\$9.54
CULTIVATOR (2X)	65 HP	0.26 HR		\$1.76	\$1.83	\$0.60	\$1.73	\$5.92
IRRIGATE (3X)		1.50 HR		\$9.68	\$52.64	\$1.28	\$6.65	\$70.24
SUBTOTAL		2.81 HR		\$18.52	\$69.14	\$13.41	\$26.76	\$127.82

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ROD WEED	126 HP	0.08 HR		\$0.54	\$0.85	\$1.17	\$1.43	\$3.98
COMBINE	126 HP	0.50 HR		\$3.38	\$5.62	\$0.62	\$5.17	\$14.78
SUBTOTAL		0.58 HR		\$3.92	\$6.47	\$1.79	\$6.60	\$18.77

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.91 HR		\$6.13				\$6.13
EMPLOYEE BENEFITS			\$4.04				\$4.04
INSURANCE		\$0.45					\$0.45
LAND TAXES						\$0.81	\$0.81
SUPERVISION AND MANAGEMENT			\$30.18				\$30.18
OTHER EXPENSES		\$31.59					\$31.59
SUBTOTAL	0.91 HR	\$32.04	\$40.34			\$0.81	\$73.19

TOTAL OPERATING EXPENSES	4.30 HR	\$121.06	\$62.78	\$75.60	\$15.20	\$34.16	\$308.79
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NET OPERATING PROFIT \$91.21

INTEREST ON OPERATING CAPITAL (\$65.83 @ 6.50%) \$4.28

INTEREST ON EQUIPMENT INVESTMENT \$14.66

RETURN TO LAND AND RISK \$72.27

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

BUDGET SUMMARY

GROSS RETURN		\$400.00	
VARIABLE OPERATING EXPENSES	\$211.86		
RETURN OVER VARIABLE EXPENSES		\$188.14	(GROSS MARGIN)
FIXED EXPENSES	\$34.16		
NET FARM INCOME		\$153.98	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$62.78		
NET OPERATING PROFIT		\$91.21	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$18.94		
RETURN TO LAND AND RISK		\$72.27	

TABLE 12. Summary of per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, New Mexico, Projected 2004.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	WHEAT	CORN FOR GRAIN	CORN FOR SILAGE	PINTO BEANS
		TONS	BU	BU	TONS	CWT
PRIMARY YIELD		5.75	20.00	160.00	26.00	20.00
PRIMARY PRICE		\$130.00	\$3.75	\$2.45	\$24.00	\$20.00
GOVERNMENT PAYMENTS		\$0.00	\$8.84	\$38.08	\$0.00	\$0.00
SECOND INCOME		\$10.00	\$40.00	\$12.00	\$0.00	\$0.00
GROSS RETURN		\$757.50	\$123.84	\$442.08	\$624.00	\$400.00
CASH OPERATING EXPENSES						
SEED	\$56.00		\$18.00	\$26.56	\$26.56	\$42.00
FERTILIZER		\$18.40	\$40.54	\$71.43	\$71.43	\$14.42
CHEMICALS		\$23.14		\$45.34	\$42.21	\$32.60
CROP INSURANCE			\$0.74	\$0.29		
OTHER PURCHASED INPUTS		\$4.77				
CANAL WATER						
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$12.11	\$53.40	\$18.93	\$26.34	\$22.80	\$22.96
FUEL-IRRIGATION	\$17.61	\$193.68	\$66.03	\$123.25	\$131.61	\$52.64
REPAIRS	\$7.95	\$64.79	\$18.81	\$33.46	\$27.52	\$15.20
CUSTOM CHARGES			\$0.00	\$0.00	\$0.00	
LAND TAXES		\$0.81	\$0.81	\$0.81	\$0.81	\$0.81
OTHER EXPENSES	\$0.15	\$32.02	\$31.95	\$32.03	\$32.20	\$32.04
TOTAL CASH EXPENSES	\$93.81	\$391.01	\$195.80	\$359.52	\$355.14	\$212.67
RETURN OVER CASH EXPENSES	(\$93.81)	\$366.49	(\$71.96)	\$82.56	\$268.86	\$187.33
FIXED EXPENSES	\$20.82	\$134.90	\$42.56	\$58.28	\$44.49	\$33.35
TOTAL EXPENSES	\$114.64	\$525.90	\$238.36	\$417.80	\$399.63	\$246.02
NET FARM INCOME	(\$114.64)	\$231.60	(\$114.52)	\$24.28	\$224.37	\$153.98
LABOR AND MANAGEMENT COSTS	\$19.60	\$84.05	\$39.67	\$64.18	\$86.43	\$62.78
NET OPERATING PROFIT	(\$134.24)	\$147.55	(\$154.19)	(\$39.90)	\$137.94	\$91.21
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL		\$5.59	\$3.46	\$7.47	\$7.30	\$4.28
INTEREST ON EQUIPMENT INVESTMENT		\$7.69	\$11.61	\$14.54	\$17.13	\$14.66
TOTAL CAPITAL COSTS	\$0.00	\$13.28	\$15.07	\$22.01	\$24.43	\$18.94
RETURN TO LAND AND RISK	(\$134.24)	\$134.27	(\$169.26)	(\$61.91)	\$113.51	\$72.27

TABLE 13. Whole farm summary, Estancia Basin,
Projected 2004.

GROSS RETURNS		
ALFALFA HAY	320.00 ACRES	
CROP		\$239,200
GRAZING		\$3,200
WHEAT	68.00 ACRES	
CROP		\$5,100
GRAZING		\$2,720
DIRECT PAYMENT		\$601
COUNTER CYCLICAL PAYMENT		\$0
CORN FOR GRAIN	170.00 ACRES	
CROP		\$66,640
GRAZING		\$2,040
DIRECT PAYMENT		\$5,103
CORN FOR SILAGE	160.00 ACRES	
CROP		\$99,840
PINTO BEANS	80.00 ACRES	
CROP		\$32,000
GROSS RETURN		<u>\$456,444</u>
CASH OPERATING EXPENSES		
SEED		\$16,934
FERTILIZER		\$33,370
CHEMICALS		\$24,475
CROP INSURANCE		\$100
OTHER PURCHASED INPUTS		\$1,525
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$29,113
FUEL-IRRIGATION		\$113,815
REPAIRS		\$33,829
CUSTOM CHARGES		\$0
LAND TAXES		\$643
OTHER EXPENSES		\$25,589
TOTAL CASH EXPENSES		<u>\$279,393</u>
RETURN OVER CASH EXPENSES		\$177,050
FIXED EXPENSES		\$58,497
TOTAL EXPENSES		\$337,890
NET FARM INCOME		\$118,554
LABOR AND MANAGEMENT COSTS		\$60,609
NET OPERATING PROFIT		\$57,945
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$4,803
INTEREST ON EQUIPMENT INVESTMENT		\$9,637
TOTAL CAPITAL COSTS		<u>\$14,440</u>
RETURN TO LAND AND RISK		<u>\$43,505</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$750 /ACRE	\$16,505	5.51%
\$1,000 /ACRE	\$7,505	4.54%
\$1,250 /ACRE	(\$1,495)	3.86%
\$1,500 /ACRE	(\$10,495)	3.35%

* 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)