

TABLE 1. Acreage Summary, Valencia and Southern Bernalillo Counties, Projected 2004.

BUDGET AREA..... VALENCIA AND SOUTHERN BERNALILLO COUNTIES			
FARM SIZE.....	30 ACRES		
IRRIGATION TYPE.....	FLOOD		
NUMBER OF CROPS...	5		
		WATER USE	
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	3.50 *	12	42
ALFALFA	20.00	44	880
OAT HAY	5.00	24	120
SORGHUM HAY	5.00 *	24	120
GREEN CHILE	1.00	48	48
JALAPENOS	1.00	48	48
DITCHES, HOMESTEAD	3.00		
TOTAL	30.00		1,258
ACRE FEET PER ACRE OF WATER RIGHTS			3.49

\* DOUBLE-CROPPED

TABLE 2. Basic cost information for Valencia and Southern Bernalillo Counties, Projected 2004.

Item		
Labor Wage Rate:	\$/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
Green Chile	\$/pound	\$19.00
Jalapenos	\$/pound	\$50.00
Sorghum	\$/pound	\$1.30
Baling wire	\$/pound	\$0.38
Chile Sacks	\$/sack	\$0.18
Canal water	\$/acre	\$28.00
Energy:		
Butane	\$/gallon	\$1.21
Diesel fuel	\$/gallon	\$1.50
Gasoline	\$/gallon	\$1.45
Electricity	cents/KwHr	8.42
Natural Gas	\$/MCF	\$7.22
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	\$483.00 /acre (full value)	\$5.33
Personal Property Tax Rate	- NR - R	(\$/1,000 (Assessed Value) \$33.13 \$27.12)
Supervision Factors		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equip & General	\$/labor hour	\$0.50
Vegetable Crop-Irrigation	\$/labor hour	\$2.90
Vegetable Crop-Equip & General	\$/labor hour	\$1.00
Management Rate		
Field Crops	percent/GR	4.00%
Vegetable Crops	percent/TOE	10.00%

TABLE 3. Overhead cost information for Valencia and Southern Bernalillo Counties, Projected 2004.

Item		
Electricity (Domestic & Shop)	\$55.00 per month	\$660
Telephone	\$45.00 per month	\$540
Accounting & Legal		\$170
Misc. Supplies & Hand Tools		\$390
Pickup and Auto		
miles	4,120 @ \$0.365 per mile	\$1,504
Insurance		
- general liability (non-employee)		\$175
- fire/theft		\$150
Property Taxes		
- non-planted land		\$86
- other than land & machinery		\$140
Building repairs and maintenance		\$200
Dues, fees, publications		\$120
Farmstead Equipment		\$170
	Total	\$4,305
	Total per planted acre	\$159.44

TABLE 4. Equipment summary for a 30 acre, part-time farm, Valencia and Southern Bernalillo Counties, 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	65 HP	51	1	\$2,400	\$359	\$21	\$7.05	\$0.41	\$138	\$30	\$3.30
PICKUP	1/2 TON	23	1	\$13,000	\$210	\$30	\$9.14	\$1.30	\$2,600	\$144	\$119.29
BALER, PTO	2 WIRE	24	1	\$1,600	\$0	\$11	\$0.00	\$0.46	\$385	\$43	\$17.59
CULTIVATOR	2 ROW	3	1	\$250	\$0	\$1	\$0.00	\$0.31	\$33	\$3	\$11.14
DISC	8 FT	8	1	\$700	\$0	\$6	\$0.00	\$0.70	\$93	\$8	\$12.54
LISTER	2 ROW	1	1	\$250	\$0	\$0	\$0.00	\$0.31	\$33	\$3	\$33.42
PLOW (FLIP)	2 WAY	14	1	\$250	\$0	\$3	\$0.00	\$0.22	\$33	\$3	\$2.62
BORDER DISC	6 DISC	0	1	\$300	\$0	\$0	\$0.00	\$0.37	\$40	\$3	\$101.91
BED PLANTER		2	1	\$150	\$0	\$0	\$0.00	\$0.07	\$30	\$2	\$15.83
				\$18,900	\$569	\$72			\$3,386	\$237	

TABLE 5. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, Projected 2004.  
Planting dates: August 15 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
<b>PURCHASED INPUTS</b>								
ALFALFA SEED	\$2.80	20.00 LBS		\$56.00				\$56.00
CANAL WATER		12.00 AC. IN.						\$0.00
SUBTOTAL				\$56.00				\$56.00
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$1.60	\$2.19	\$0.34	\$4.91	\$9.04
PLOW	65 HP	1.31 HR		\$6.75	\$9.24	\$0.82	\$7.76	\$24.57
DISC	65 HP	0.31 HR		\$1.60	\$2.19	\$0.34	\$4.91	\$9.04
LASER PLANE (CUSTOM)			\$70.71					\$70.71
BORDER DISC	65 HP	0.05 HR		\$0.26	\$0.35	\$0.04	\$5.26	\$5.91
DRILL (CUSTOM)			\$32.50					\$32.50
IRRIGATE (2X)		1.50 HR		\$7.73				\$7.73
SUBTOTAL		3.48 HR	\$103.21	\$17.92	\$13.96	\$1.55	\$22.84	\$159.48
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.50 HR		\$2.55				\$2.55
EMPLOYEE BENEFITS				\$2.15				\$2.15
INSURANCE			\$0.22					\$0.22
SUPERVISION AND MANAGEMENT				\$11.11				\$11.11
SUBTOTAL		0.50 HR	\$0.22	\$15.81				\$16.02
<b>TOTAL OPERATING EXPENSES</b>		3.98 HR	\$159.43	\$33.73	\$13.96	\$1.55	\$22.84	\$231.51

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, Projected 2004.  
Harvesting dates: June 1 - October 15

ITEM	PRICE	YIELD							TOTAL
<b>GROSS RETURNS</b>									
ALFALFA HAY	\$125.00	5.50 TONS (IN FIELD)							\$687.50
GRAZING	\$10.00	1.00 ACRE							\$10.00
<b>TOTAL</b>								<b>\$697.50</b>	
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
PHOSPHATE (P2O5)	\$0.20	90 LBS	\$18.00					\$18.00	
WIRE	\$0.38	30 LBS	\$11.48					\$11.48	
ESTABLISHMENT: Principal		6 YEARS					\$38.58	\$38.58	
: Interest							\$8.33	\$8.33	
CANAL WATER		44 AC. IN.	\$28.00					\$28.00	
<b>SUBTOTAL</b>			<b>\$57.48</b>				<b>\$46.91</b>	<b>\$104.39</b>	
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
IRRIGATE (8X)		6.00 HR		\$30.90				\$30.90	
<b>HARVEST OPERATIONS</b>									
SWATHER (CUSTOM)			\$23.33					\$23.33	
BALER, PTO (4X)	65 HP	1.08 HR		\$5.56	\$7.61	\$0.94	\$22.57	\$36.69	
<b>SUBTOTAL</b>	<b>1.08 HR</b>		<b>\$23.33</b>	<b>\$5.56</b>	<b>\$7.61</b>	<b>\$0.94</b>	<b>\$22.57</b>	<b>\$60.02</b>	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.27 HR		\$1.39				\$1.39	
EMPLOYEE BENEFITS				\$0.67				\$0.67	
INSURANCE			\$0.07					\$0.07	
LAND TAXES							\$5.33	\$5.33	
SUPERVISION AND MANAGEMENT				\$34.44				\$34.44	
OTHER EXPENSES			\$159.44					\$159.44	
<b>SUBTOTAL</b>	<b>0.27 HR</b>		<b>\$159.50</b>	<b>\$36.50</b>				<b>\$5.33</b>	<b>\$201.34</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>1.35 HR</b>		<b>\$240.31</b>	<b>\$72.96</b>	<b>\$7.61</b>	<b>\$0.94</b>	<b>\$74.81</b>	<b>\$396.64</b>	
<b>NET OPERATING PROFIT</b>								<b>\$300.86</b>	
INTEREST ON OPERATING CAPITAL		( \$31.39 @	6.50%	)				\$2.04	
INTEREST ON EQUIPMENT								\$14.92	
<b>RETURN TO LAND AND RISK</b>								<b>\$283.90</b>	

**BUDGET SUMMARY**

GROSS RETURN		\$697.50	
VARIABLE OPERATING EXPENSES	\$248.87		
RETURN OVER VARIABLE EXPENSES		\$448.63	(GROSS MARGIN)
FIXED EXPENSES	\$74.81		
NET FARM INCOME		\$373.82	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$72.96		
NET OPERATING PROFIT		\$300.86	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$16.96		
<b>RETURN TO LAND AND RISK</b>	<b>\$283.90</b>		

TABLE 7. Small grain hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, Projected 2004.  
 Planting dates: March 1 - May 1  
 Harvesting dates: June 15 - July 15

ITEM	PRICE	YIELD						TOTAL	
<b>GROSS RETURNS</b>									
SMALL GRAIN HAY	\$125.00	3.75 NS (IN FIELD)						\$468.75	
<b>TOTAL</b>							<b>\$468.75</b>		
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST	TOTAL		
SEED	\$0.30	100 LBS	\$30.00				\$30.00		
WIRE	\$0.38	25 LBS	\$9.56				\$9.56		
CANAL WATER		24 AC. IN.	\$28.00				\$28.00		
<b>SUBTOTAL</b>			<b>\$67.56</b>				<b>\$67.56</b>		
PREHARVEST OPERATIONS		POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	65 HP	1.31 HR			\$6.75	\$9.24	\$0.82	\$7.76	\$24.57
DISC (2X)	65 HP	0.62 HR			\$3.19	\$4.37	\$0.69	\$9.82	\$18.07
BORDER DISC	65 HP	0.05 HR			\$0.26	\$0.35	\$0.04	\$5.26	\$5.91
DRILL (CUSTOM)				\$7.53					\$7.53
IRRIGATE (4X)		3.00 HR			\$15.45				\$15.45
<b>SUBTOTAL</b>			<b>4.98 HR</b>	<b>\$7.53</b>	<b>\$25.65</b>	<b>\$13.96</b>	<b>\$1.55</b>	<b>\$22.84</b>	<b>\$71.53</b>
<b>HARVEST OPERATIONS</b>									
SWATHER (CUSTOM)				\$23.33					\$23.33
BALER, PTO	65 HP	0.27 HR			\$1.39	\$1.90	\$0.24	\$5.64	\$9.17
<b>SUBTOTAL</b>			<b>0.27 HR</b>	<b>\$23.33</b>	<b>\$1.39</b>	<b>\$1.90</b>	<b>\$0.24</b>	<b>\$5.64</b>	<b>\$32.50</b>
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.56 HR			\$2.90				\$2.90
EMPLOYEE BENEFITS					\$3.24				\$3.24
INSURANCE				\$0.32					\$0.32
LAND TAXES								\$2.67	\$2.67
SUPERVISION AND MANAGEMENT					\$22.88				\$22.88
OTHER EXPENSES				\$79.72					\$79.72
<b>SUBTOTAL</b>			<b>0.56 HR</b>	<b>\$80.04</b>	<b>\$29.02</b>			<b>\$2.67</b>	<b>\$111.73</b>
<b>TOTAL OPERATING EXPENSES</b>			<b>5.81 HR</b>	<b>\$178.47</b>	<b>\$56.05</b>	<b>\$15.86</b>	<b>\$1.79</b>	<b>\$31.15</b>	<b>\$283.32</b>
<b>NET OPERATING PROFIT</b>									<b>\$185.43</b>
INTEREST ON OPERATING CAPITAL									\$2.59
INTEREST ON EQUIPMENT									\$18.03
<b>RETURN TO LAND AND RISK</b>									<b>\$164.81</b>

<b>BUDGET SUMMARY</b>			
GROSS RETURN		\$468.75	
VARIABLE OPERATING EXPENSES	\$196.11		
RETURN OVER VARIABLE EXPENSES		\$272.64	(GROSS MARGIN)
FIXED EXPENSES	\$31.15		
NET FARM INCOME		\$241.48	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$56.05		
NET OPERATING PROFIT		\$185.43	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$20.62		
RETURN TO LAND AND RISK		\$164.81	

TABLE 8. Sorghum hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties,  
 Projected 2004.  
 Planting dates: July 1 - July 31  
 Harvesting dates: August 10 - September 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
SORGHUM HAY	\$105.00	3.75 TONS (IN FIELD)						\$393.75
GRAZING	\$5.00	1.00 ACRE						\$5.00
TOTAL								\$398.75

  

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$1.30	35 LBS	\$45.50					\$45.50
WIRE	\$0.38	17 LBS	\$6.50					\$6.50
CANAL WATER		24 AC. IN.	\$28.00					\$28.00
SUBTOTAL			\$80.00					\$80.00

  

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$1.60	\$2.19	\$0.34	\$4.91	\$9.04
DRILL (CUSTOM)			\$7.53					\$7.53
IRRIGATE (4X)		3.00 HR		\$15.45				\$15.45
SUBTOTAL		3.31 HR	\$7.53	\$17.05	\$2.19	\$0.34	\$4.91	\$32.02

  

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER (CUSTOM) (2X)	65 HP	0.27 HR	\$23.33	\$1.39	\$1.90	\$0.24	\$5.64	\$23.33
BALER, PTO (2X)								\$9.17
SUBTOTAL		0.27 HR	\$23.33	\$1.39	\$1.90	\$0.24	\$5.64	\$32.50

  

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.15 HR		\$0.75				\$0.75
EMPLOYEE BENEFITS			\$2.21				\$2.21
INSURANCE			\$0.22				\$0.22
LAND TAXES						\$2.67	\$2.67
SUPERVISION AND MANAGEMENT			\$19.24				\$19.24
OTHER EXPENSES			\$79.72				\$79.72
SUBTOTAL	0.15 HR		\$79.94	\$22.20		\$2.67	\$104.81

  

TOTAL OPERATING EXPENSES		3.73 HR	\$190.80	\$40.64	\$4.09	\$0.58	\$13.22	\$249.33
NET OPERATING PROFIT								\$149.42
INTEREST ON OPERATING CAPITAL	(	\$42.76	@	6.50%	)			\$2.78
INTEREST ON EQUIPMENT								\$6.57
RETURN TO LAND AND RISK								\$140.07

BUDGET SUMMARY			
GROSS RETURN		\$398.75	
VARIABLE OPERATING EXPENSES	\$195.47		
RETURN OVER VARIABLE EXPENSES	\$203.28		(GROSS MARGIN)
FIXED EXPENSES	\$13.22		
NET FARM INCOME	\$190.06		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$40.64		
NET OPERATING PROFIT	\$149.42		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$9.35		
RETURN TO LAND AND RISK	\$140.07		

TABLE 9. Green chile, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time Valencia and Southern Bernalillo Counties,  
 Projected 2004.  
 Planting dates: April 10 - May 1  
 Harvesting dates: August 1 - October 15

ITEM	PRICE	YIELD	TOTAL
<b>GROSS RETURNS</b>			
GREEN CHILE	\$7.50	275.00 BUSHELS (22 LBS PER BUSHEL)	\$2,062.50
RED CHILE	\$1.50	400.00 LBS	\$600.00
<b>TOTAL</b>			<b>\$2,662.50</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
CHILE SEED	\$19.00	7 LBS	\$133.00		\$133.00
NITROGEN (N)	\$0.29	130 LBS	\$37.70		\$37.70
HERBICIDE (GRANULAR)	\$35.06	1 X/ACRE	\$35.06		\$35.06
INSECTICIDE (GRANULAR)	\$19.65	1 X/ACRE	\$19.65		\$19.65
SACKS	\$0.18	375 EACH	\$67.50		\$67.50
CANAL WATER		48 AC. IN.	\$28.00		\$28.00
<b>SUBTOTAL</b>			<b>\$320.91</b>		<b>\$320.91</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$1.60	\$2.19	\$0.34	\$4.91	\$9.04
PLOW	65 HP	1.31 HR		\$6.75	\$9.24	\$0.82	\$7.76	\$24.57
DISC	65 HP	0.31 HR		\$1.60	\$2.19	\$0.34	\$4.91	\$9.04
LASER PLANE (CUSTOM)			\$70.71					\$70.71
LISTER	65 HP	0.54 HR		\$2.78	\$3.81	\$0.39	\$19.83	\$26.81
PLANT/BED SHAPE		32.00 HR		\$164.80				\$164.80
CULTIVATOR (3X)	65 HP	1.62 HR		\$8.34	\$11.42	\$1.17	\$23.39	\$44.33
THIN & HOE		30.00 HR		\$154.50				\$154.50
IRRIGATE (16X)		12.00 HR		\$61.80				\$61.80
<b>SUBTOTAL</b>		<b>78.09 HR</b>	<b>\$70.71</b>	<b>\$402.16</b>	<b>\$28.83</b>	<b>\$3.07</b>	<b>\$60.81</b>	<b>\$565.59</b>

HARVEST OPERATIONS								
HARVEST		100.00 HR		\$515.00				\$515.00
HAUL & SELL	HALF TON	20.00 HR		\$103.00	\$182.70	\$26.00	\$79.52	\$391.22
<b>SUBTOTAL</b>		<b>120.00 HR</b>		<b>\$618.00</b>	<b>\$182.70</b>	<b>\$26.00</b>	<b>\$79.52</b>	<b>\$906.22</b>

OVERHEAD EXPENSES								
DOWNTIME		6.02 HR		\$31.02				\$31.02
EMPLOYEE BENEFITS				\$122.42				\$122.42
INSURANCE			\$12.24					\$12.24
LAND TAXES						\$5.33		\$5.33
SUPERVISION AND MANAGEMENT				\$209.41				\$209.41
OTHER EXPENSES			\$159.44					\$159.44
<b>SUBTOTAL</b>		<b>6.02 HR</b>	<b>\$171.68</b>	<b>\$362.84</b>		<b>\$5.33</b>		<b>\$539.85</b>

TOTAL OPERATING EXPENSES 204.11 HR \$563.30 \$1,383.01 \$211.53 \$29.07 \$145.66 \$2,332.57

NET OPERATING PROFIT \$329.93

INTEREST ON OPERATING CAPITAL ( \$185.82 @ 6.50% ) \$12.08  
 INTEREST ON EQUIPMENT \$770.45

RETURN TO LAND AND RISK (\$452.60)

BUDGET SUMMARY

GROSS RETURN		\$2,662.50	
VARIABLE OPERATING EXPENSES	\$803.90		
RETURN OVER VARIABLE EXPENSES	\$1,858.60	(GROSS MARGIN)	
FIXED EXPENSES	\$145.66		
NET FARM INCOME	\$1,712.93	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$1,383.01		
NET OPERATING PROFIT	\$329.93	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$782.53		
RETURN TO LAND AND RISK		(\$452.60)	

TABLE 10. Jalapenos, flood-irrigated, budgeted per acre costs and returns for a 30 acre, part-time Valencia and Southern Bernalillo Counties, Projected 2004.  
Planting dates: April 10 - May 1  
Harvesting dates: August 1 - October 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
JALAPENOS	\$300.00	11.00 TONS	\$3,300.00
TOTAL			\$3,300.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
JALAPENO SEED	\$50.00	3 LBS	\$150.00		\$150.00
NITROGEN (N)	\$0.29	150 LBS	\$43.50		\$43.50
PHOSPHATE (P205)	\$0.20	75 LBS	\$15.00		\$15.00
HERBICIDE (GRANULAR)	\$35.06	1 X/ACRE	\$35.06		\$35.06
INSECTICIDE (GRANULAR)	\$19.65	1 X/ACRE	\$19.65		\$19.65
SACKS	\$1.00	10 EACH	\$10.00		\$10.00
CANAL WATER		48 AC. IN.	\$28.00		\$28.00
SUBTOTAL			\$301.21		\$301.21

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$1.60	\$2.19	\$0.34	\$4.91	\$9.04
PLOW	65 HP	1.31 HR		\$6.75	\$9.24	\$0.82	\$7.76	\$24.57
DISC	65 HP	0.31 HR		\$1.60	\$2.19	\$0.34	\$4.91	\$9.04
LASER PLANE (CUSTOM)			\$70.71					\$70.71
LISTER	65 HP	0.54 HR		\$2.78	\$3.81	\$0.39	\$19.83	\$26.81
PLANT/BED SHAPE	65 HP	2.00 HR		\$10.30	\$14.10	\$0.97	\$38.26	\$63.63
CULTIVATOR (3X)	65 HP	1.62 HR		\$8.34	\$11.42	\$1.17	\$23.39	\$44.33
THIN & HOE		25.00 HR		\$128.75				\$128.75
IRRIGATE (16X)		12.00 HR		\$61.80				\$61.80
SUBTOTAL		43.09 HR	\$70.71	\$221.91	\$42.93	\$4.04	\$99.06	\$438.66

HARVEST OPERATIONS								
HARVEST (CUSTOM)				\$1,980.00				\$1,980.00
HAUL & SELL	HALF TON	3.00 HR		\$15.45	\$27.41	\$3.90	\$11.93	\$58.68
SUBTOTAL		3.00 HR		\$1,995.45	\$27.41	\$3.90	\$11.93	\$2,038.68

OVERHEAD EXPENSES								
DOWNTIME		1.77 HR		\$9.13				\$9.13
EMPLOYEE BENEFITS				\$266.08				\$266.08
INSURANCE			\$26.61					\$26.61
LAND TAXES						\$5.33		\$5.33
SUPERVISION AND MANAGEMENT				\$389.78				\$389.78
OTHER EXPENSES			\$159.44					\$159.44
SUBTOTAL		1.77 HR	\$186.05	\$665.00		\$5.33		\$856.38

TOTAL OPERATING EXPENSES 47.86 HR \$557.96 \$2,882.36 \$70.34 \$7.94 \$116.33 \$3,634.93

NET OPERATING PROFIT (\$334.93)

INTEREST ON OPERATING CAPITAL ( \$164.96 @ 6.50% ) \$10.72  
INTEREST ON EQUIPMENT \$155.64

RETURN TO LAND AND RISK -501.29

BUDGET SUMMARY	
GROSS RETURN	\$3,300.00
VARIABLE OPERATING EXPENSES	\$636.24
RETURN OVER VARIABLE EXPENSES	\$2,663.76 (GROSS MARGIN)
FIXED EXPENSES	\$116.33
NET FARM INCOME	\$2,547.43 (RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$2,882.36
NET OPERATING PROFIT	(\$334.93) (RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$166.36
RETURN TO LAND AND RISK	(\$501.29)

TABLE 11. Summary of per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, Projected 2004.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	SMALL GRAIN HAY	SORGHUM HAY	GREEN CHILE	JALAPENOS
		TONS	TONS	TONS	BU/LB	TONS
PRIMARY YIELD		5.50	3.75	3.75	275.00	11.00
PRIMARY PRICE		\$125.00	\$125.00	\$105.00	\$7.50	\$300.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME		\$10.00	\$0.00	\$5.00	\$600.00	\$0.00
GROSS RETURN		\$697.50	\$468.75	\$398.75	\$2,662.50	\$3,300.00
CASH OPERATING EXPENSES						
SEED	\$56.00		\$30.00	\$45.50	\$133.00	\$150.00
FERTILIZER		\$18.00			\$37.70	\$58.50
CHEMICALS					\$54.71	\$54.71
CROP INSURANCE						
OTHER PURCHASED INPUTS		\$11.48	\$9.56	\$6.50	\$67.50	\$10.00
CANAL WATER		\$28.00	\$28.00	\$28.00	\$28.00	\$28.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$13.96	\$7.61	\$15.86	\$4.09	\$211.53	\$70.34
FUEL-IRRIGATION						
REPAIRS	\$1.55	\$0.94	\$1.79	\$0.58	\$29.07	\$7.94
CUSTOM CHARGES	\$103.21	\$23.33	\$30.86	\$30.86	\$70.71	\$70.71
LAND TAXES		\$5.33	\$2.67	\$2.67	\$5.33	\$5.33
OTHER EXPENSES	\$0.22	\$159.50	\$80.04	\$79.94	\$171.68	\$186.05
TOTAL CASH EXPENSES	\$174.93	\$254.20	\$198.78	\$198.14	\$809.24	\$641.58
RETURN OVER CASH EXPENSES	(\$174.93)	\$443.30	\$269.97	\$200.61	\$1,853.26	\$2,658.42
FIXED EXPENSES	\$22.84	\$69.48	\$28.48	\$10.55	\$140.33	\$110.99
TOTAL EXPENSES	\$197.78	\$323.68	\$227.27	\$208.69	\$949.57	\$752.57
NET FARM INCOME	(\$197.78)	\$373.82	\$241.48	\$190.06	\$1,712.93	\$2,547.43
LABOR AND MANAGEMENT COSTS	\$33.73	\$72.96	\$56.05	\$40.64	\$1,383.01	\$2,882.36
NET OPERATING PROFIT	(\$231.51)	\$300.86	\$185.43	\$149.42	\$329.93	(\$334.93)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL		\$2.04	\$2.59	\$2.78	\$12.08	\$10.72
INTEREST ON EQUIPMENT INVESTMENT		\$14.92	\$18.03	\$6.57	\$770.45	\$155.64
TOTAL CAPITAL COSTS	\$0.00	\$16.96	\$20.62	\$9.35	\$782.53	\$166.36
RETURN TO LAND AND RISK	(\$231.51)	\$283.90	\$164.81	\$140.07	(\$452.60)	(\$501.29)

TABLE 12. Whole farm summary, Valencia and Southern Bernalillo Counties,  
Projected 2004.

GROSS RETURNS		
ALFALFA HAY	20.00 ACRES	
CROP		\$13,750
GRAZING		\$200
SMALL GRAIN HAY	5.00 ACRES	
CROP		\$2,344
SORGHUM HAY	5.00 ACRES	
CROP		\$1,969
GRAZING		\$25
GREEN CHILE	1.00 ACRES	
GREEN		\$2,063
RED		\$600
JALPENOS	1.00 ACRES	
CROP		\$3,300
GROSS RETURN		\$24,250
CASH OPERATING EXPENSES		
SEED		\$857
FERTILIZER		\$456
CHEMICALS		\$109
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$387
CANAL WATER		\$896
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$583
FUEL-IRRIGATION		\$0
REPAIRS		\$73
CUSTOM CHARGES		\$1,278
LAND TAXES		\$144
OTHER EXPENSES		\$4,348
TOTAL CASH EXPENSES		\$9,132
RETURN OVER CASH EXPENSES		\$15,118
FIXED EXPENSES		\$1,144
TOTAL EXPENSES		\$10,276
NET FARM INCOME		\$13,974
LABOR AND MANAGEMENT COSTS		\$6,326
NET OPERATING PROFIT		\$7,648
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$90
INTEREST ON EQUIPMENT INVESTMENT		\$1,347
TOTAL CAPITAL COSTS		\$1,438
RETURN TO LAND AND RISK		\$6,210

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$5,000 /ACRE	\$210	4.53%
\$6,500 /ACRE	(\$1,590)	3.58%
\$8,000 /ACRE	(\$3,390)	2.95%
\$9,500 /ACRE	(\$5,190)	2.52%
\$11,000 /ACRE	(\$6,990)	2.19%
\$12,500 /ACRE	(\$8,790)	1.94%

\* 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)