

TABLE 1. Acreage Summary, Valencia and Southern Bernalillo Counties, Projected 2005.

BUDGET AREA.....	VALENCIA AND SOUTHERN BERNALILLO COUNTIES
FARM SIZE.....	30 ACRES
IRRIGATION TYPE.....	FLOOD
NUMBER OF CROPS...	5

ACREAGE SUMMARY:	WATER USE		
	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 2005.

Item		
Labor Wage Rate:	\$/hour	\$5.15
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.40
Phosphate (P205)	\$/pound	\$0.31
Seed:		
Alfalfa	\$/pound	\$2.88
Oats	\$/pound	\$0.27
Green Chile	\$/pound	\$16.00
Jalapenos	\$/pound	\$38.00
Sorghum	\$/pound	\$1.23
Baling wire	\$/pound	\$0.50
Chile Sacks	\$/sack	\$0.18
Canal water	\$/acre	\$28.00
Energy:		
Butane	\$/gallon	\$1.65
Diesel fuel	\$/gallon	\$2.10
Gasoline	\$/gallon	\$2.00
Electricity	cents/KwHr	10.45
Natural Gas	\$/MCF	\$3.28
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	7.00%
Land Interest Rate	percent	7.00%
Equipment Interest Rate	percent	7.00%
Real Interest Rate	percent	3.00%
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 2005.

Item		
Electricity (Domestic & Shop)	\$215.00 per month	\$2,580
Telephone	\$115.00 per month	\$1,380
Accounting & Legal		\$1,525
Misc. Supplies & Hand Tools		\$1,430
Pickup and Auto		
miles	20,036 @	\$0.365 per mile
Insurance		
- general liability (non-employee)		\$1,710
- fire/theft		\$1,525
Property Taxes		
- non-planted land		\$0
- other than land & machinery		\$6,010
Building repairs and maintenance		\$1,290
Dues, fees, publications		\$405
Farmstead Equipment		\$185
Total		\$25,353
Total per planted acre		\$939.01

TABLE 4. Equipment summary for a 100 acre farm with above average management, Valencia and Southern Bernalillo Counties, Projected 2005.

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	50 HP	79	1	\$7,609	\$593	\$85	\$7.48	\$1.08	\$899	\$99	\$12.59
TRACTOR	95 HP	41	1	\$9,473	\$504	\$86	\$12.18	\$2.07	\$1,152	\$191	\$32.41
BALER, PTO	2 WIRE	66	1	\$1,600		\$10		\$0.15	\$385	\$43	\$6.48
CULTIVATOR	4 ROW	4	1	\$1,500		\$8		\$1.86	\$200	\$17	\$51.56
LAND PLANE	12 FT	5	1	\$2,500		\$0		\$0.10	\$333	\$28	\$75.20
DISC	12 FT	13	1	\$2,250		\$35		\$2.79	\$300	\$25	\$25.82
LISTER/PLANTER	4 ROW	3	1	\$5,000		\$6		\$2.40	\$1,000	\$55	\$405.85
PLOW (2-WAY)	3 BOTTOM	21	1	\$3,350		\$89		\$4.15	\$447	\$37	\$22.56
DRILL	10 FT	8	1	\$1,800		\$7		\$0.86	\$360	\$20	\$47.48
SWATHER	14 FT	50	1	\$3,900	\$395	\$29	\$7.86	\$0.58	\$1,450	\$160	\$32.05
BORDER DISC	6 DISC	1	1	\$750		\$1		\$0.93	\$100	\$8	\$98.44
				\$39,732	\$1,492	\$357			\$6,625	\$682	

TABLE 5. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 100 acre farm with above average management, Valencia and Southern Bernalillo Counties
Projected 2005.

Planting dates: August 15 - September 15								
ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
<u>PURCHASED INPUTS</u>								
SEED	\$2.88	20 LBS	\$57.60					\$57.60
PHOSPHATE (P2O5)	\$0.31	90 LBS	\$27.90					\$27.90
NITROGEN (N)	\$0.40	35 LBS	\$14.00					\$14.00
CANAL WATER		12 AC. IN.						
SUBTOTAL			\$99.50					\$99.50
<u>PREHARVEST OPERATIONS</u>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	96 HP	0.17 HR		\$0.88	\$2.07	\$0.83	\$9.90	\$13.67
PLOW	96 HP	0.67 HR		\$3.45	\$8.16	\$4.17	\$36.83	\$52.61
DISC	96 HP	0.17 HR		\$0.88	\$2.07	\$0.83	\$9.90	\$13.67
LASER PLANE (CUSTOM)			\$70.71					\$70.71
BORDER DISC	50 HP	0.05 HR		\$0.26	\$0.37	\$0.10	\$5.55	\$6.28
DRILL	50 HP	0.25 HR		\$1.29	\$1.87	\$0.49	\$15.02	\$18.66
IRRIGATE (2X)		1.00 HR		\$5.15				\$5.15
SUBTOTAL		2.31 HR	\$70.71	\$11.90	\$14.54	\$6.41	\$77.20	\$180.76
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		0.33 HR		\$1.69				\$1.69
EMPLOYEE BENEFITS				\$2.14				\$2.14
INSURANCE			\$0.24					\$0.24
SUPERVISION AND MANAGEMENT				\$21.27				\$21.27
SUBTOTAL		0.33 HR	\$0.24	\$25.10				\$25.34
<u>TOTAL OPERATING EXPENSES</u>		2.64 HR	\$170.45	\$37.00	\$14.54	\$6.41	\$77.20	\$305.60

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 100 acre farm with above average management, Valencia and Southern Bernalillo Counties, Projected 2005.
Harvesting dates: June 1 - October 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$130.00	5.00 TONS (STACKED)						\$650.00
GRAZING	\$10.00	1.00 ACRE						\$10.00
TOTAL								\$660.00
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
PHOSPHATE (P2O5)	\$0.31	90 LBS	\$27.90					\$27.90
INSECTICIDE (CUSTOM)	\$21.71	1 X/ACRE	\$21.71					\$21.71
WIRE	\$0.36	43 LBS	\$15.39					\$15.39
ESTABLISHMENT: Principal		6 YEARS					\$50.93	\$50.93
: Interest							\$9.85	\$9.85
CANAL WATER		44 AC. IN.	\$28.00					\$28.00
SUBTOTAL			\$93.00				\$60.78	\$153.79
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (8X)		4.00 HR		\$20.60				\$20.60
HARVEST OPERATIONS								
SWATHER (4X)	14 FT.	0.64 HR		\$3.30	\$5.03	\$0.37	\$20.51	\$29.21
BALER, PTO (4X)	50 HP	0.84 HR		\$4.33	\$6.28	\$1.04	\$16.03	\$27.67
BALE WAGON (CUSTOM) (2X)			\$23.40					\$23.40
SUBTOTAL		1.48 HR	\$23.40	\$7.62	\$11.32	\$1.41	\$36.54	\$80.28
OVERHEAD EXPENSES								
DOWNTIME		0.37 HR		\$1.91				\$1.91
EMPLOYEE BENEFITS				\$5.08				\$5.08
INSURANCE			\$0.56					\$0.56
LAND TAXES							\$5.33	\$5.33
SUPERVISION AND MANAGEMENT				\$50.94				\$50.94
OTHER EXPENSES			\$278.61					\$278.61
SUBTOTAL		0.37 HR	\$279.17	\$57.93			\$5.33	\$342.43
TOTAL OPERATING EXPENSES		5.85 HR	\$395.58	\$86.15	\$11.32	\$1.41	\$102.66	\$597.10
NET OPERATING PROFIT								\$62.90
INTEREST ON OPERATING CAPITAL		(\$49.51 @ 7.00%						\$3.47
INTEREST ON EQUIPMENT INVESTMENT)						\$23.03
RETURN TO LAND AND RISK								\$36.40

BUDGET SUMMARY			
GROSS RETURN		\$660.00	
VARIABLE OPERATING EXPENSES	\$408.30		
RETURN OVER VARIABLE EXPENSES	\$251.70		(GROSS MARGIN)
FIXED EXPENSES	\$102.66		
NET FARM INCOME		\$149.05	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$86.15		
NET OPERATING PROFIT		\$62.90	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$26.50		
RETURN TO LAND AND RISK		\$36.40	

TABLE 7. Small grain hay, flood-irrigated, budgeted per acre costs and returns for a 100 acre farm with above average management, Valencia and Southern Bernalillo Counties, Projected 2005
 Planting dates: March 1 - May 1
 Harvesting dates: June 15 - July 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
SMALL GRAIN HAY	\$120.00	2.50 TONS (STACKED)	\$300.00
TOTAL			\$300.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.27	80 LBS	\$21.60		\$21.60
WIRE	\$0.36	26 LBS	\$9.31		\$9.31
CANAL WATER		24 AC. IN.	\$28.00		\$28.00
SUBTOTAL			\$58.91		\$58.91

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	96 HP	0.67 HR		\$3.45	\$8.16	\$4.17	\$36.83	\$52.61
DISC (2X)	96 HP	0.34 HR		\$1.75	\$4.14	\$1.65	\$19.80	\$27.34
PLANE	96 HP	0.24 HR		\$1.24	\$2.92	\$0.52	\$25.83	\$30.51
BORDER DISC	50 HP	0.05 HR		\$0.26	\$0.37	\$0.10	\$5.55	\$6.28
DRILL	50 HP	0.25 HR		\$1.29	\$1.87	\$0.49	\$15.02	\$18.66
IRRIGATE (4X)		2.00 HR		\$10.30				\$10.30
SUBTOTAL		3.55 HR		\$18.28	\$17.47	\$6.93	\$103.03	\$145.71

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER	14 FT.	0.16 HR		\$0.82	\$1.26	\$0.09	\$5.13	\$7.30
BALER, PTO	50 HP	0.21 HR		\$1.08	\$1.57	\$0.26	\$4.01	\$6.92
BALEWAGON			\$27.30					\$27.30
SUBTOTAL		0.37 HR		\$1.91	\$2.83	\$0.35	\$9.13	\$41.52

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.48 HR		\$2.47				\$2.47
EMPLOYEE BENEFITS			\$3.63				\$3.63
INSURANCE		\$0.40					\$0.40
LAND TAXES						\$2.67	\$2.67
SUPERVISION AND MANAGEMENT			\$23.96				\$23.96
OTHER EXPENSES		\$139.30					\$139.30
SUBTOTAL	0.48 HR	\$139.71	\$30.07			\$2.67	\$172.44

TOTAL OPERATING EXPENSES 4.40 HR \$198.62 \$50.25 \$20.30 \$7.28 \$114.83 \$418.58

NET OPERATING PROFIT (\$118.58)

INTEREST ON OPERATING CAPITAL (\$35.82 @ 7.00%) \$2.51
 INTEREST ON EQUIPMENT INVESTMENT \$24.53

RETURN TO LAND AND RISK (\$145.62)

BUDGET SUMMARY

GROSS RETURN	\$300.00	
VARIABLE OPERATING EXPENSES	\$226.20	
RETURN OVER VARIABLE EXPENSES	\$73.80	(GROSS MARGIN)
FIXED EXPENSES	\$114.83	
NET FARM INCOME	(\$41.03)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$50.25	
NET OPERATING PROFIT	(\$91.28)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$27.04	
RETURN TO LAND AND RISK	(\$118.32)	

TABLE 8. Sorghum hay, flood-irrigated, budgeted per acre costs and returns for a 100 acre farm with above average management, Valencia and Southern Bernalillo Count Projected 2005.

Planting dates: July 1 - July 31

Harvesting dates: August 10 - September 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
SORGHUM HAY	\$105.00	2.00 TONS (STACKED)	\$210.00
GRAZING	\$5.00	1.00 ACRE	\$5.00
TOTAL			\$215.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.23	35 LBS	\$43.05		\$43.05
WIRE	\$0.36	17 LBS	\$6.09		\$6.09
CANAL WATER		24 AC. IN.	\$28.00		\$28.00
SUBTOTAL			\$77.14		\$77.14

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	96 HP	0.17 HR		\$0.88	\$2.07	\$0.83	\$9.90	\$13.67
DRILL	50 HP	0.25 HR		\$1.29	\$1.87	\$0.49	\$15.02	\$18.66
IRRIGATE (4X)		2.00 HR		\$10.30				\$10.30
SUBTOTAL		2.42 HR		\$12.46	\$3.94	\$1.31	\$24.92	\$42.64

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER (2X)	14 FT.	0.32 HR		\$1.65	\$2.52	\$0.19	\$10.26	\$14.61
BALER, PTO (2X)	50 HP	0.42 HR		\$2.16	\$3.14	\$0.52	\$8.01	\$13.84
BALEWAGON			\$23.40					\$23.40
SUBTOTAL		0.74 HR		\$3.81	\$5.66	\$0.70	\$18.27	\$51.84

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.29 HR		\$1.49				\$1.49
EMPLOYEE BENEFITS			\$2.93				\$2.93
INSURANCE		\$0.33					\$0.33
LAND TAXES						\$2.67	\$2.67
SUPERVISION AND MANAGEMENT			\$17.63				\$17.63
OTHER EXPENSES		\$139.30					\$139.30
SUBTOTAL	0.29 HR		\$139.63	\$22.05		\$2.67	\$164.35

TOTAL OPERATING EXPENSES 3.45 HR \$216.77 \$38.33 \$9.60 \$2.02 \$45.85 \$335.96

NET OPERATING PROFIT (\$120.96)

INTEREST ON OPERATING CAPITAL (\$40.41 @ 7.00%) \$2.83
 INTEREST ON EQUIPMENT INVESTMENT \$24.53

RETURN TO LAND AND RISK (\$148.32)

BUDGET SUMMARY

GROSS RETURN		\$215.00	
VARIABLE OPERATING EXPENSES	\$228.38		
RETURN OVER VARIABLE EXPENSES	(\$13.38)	(GROSS MARGIN)	
FIXED EXPENSES	\$45.85		
NET FARM INCOME	(\$59.23)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$38.33		
NET OPERATING PROFIT	(\$97.56)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$27.36		
RETURN TO LAND AND RISK	(\$124.92)		

TABLE 9. Corn silage, flood-irrigated, budgeted per acre costs and returns for a 100 acre farm with above average management, Valencia and Southern Bernalillo Counties, Projected 2005.
 Planting dates: May 1 - June 15
 Harvesting dates: August 15 - September 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN SILAGE	\$16.00	20.00 TONS (STANDING)	\$320.00
TOTAL			\$320.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.06	30 000	\$31.88		\$31.88
ANHYDROUS AMMONIA (NH3)	\$0.20	125 LBS	\$25.00		\$25.00
HERBICIDE (GRANULAR)	\$6.85	1 ACRE	\$6.85		\$6.85
INSECTICIDE (GRANULAR)	\$34.24	1 ACRE	\$34.24		\$34.24
CANAL WATER		42 AC. IN.	\$28.00		\$28.00
SUBTOTAL			\$125.96		\$125.96

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	96 HP	0.67 HR		\$3.45	\$8.16	\$4.17	\$36.83	\$52.61
DISC (2X)	96 HP	0.34 HR		\$1.75	\$4.14	\$1.65	\$19.80	\$27.34
LAND PLANE	96 HP	0.24 HR		\$1.24	\$2.92	\$0.52	\$25.83	\$30.51
LISTER/PLANTER	96 HP	0.26 HR		\$1.34	\$3.17	\$1.16	\$113.95	\$119.62
CULTIVATOR (2X)	50 HP	0.42 HR		\$2.16	\$3.14	\$1.23	\$26.95	\$33.49
IRRIGATE (8X)		4.00 HR		\$20.60				\$20.60
SUBTOTAL		5.93 HR		\$30.54	\$21.53	\$8.74	\$223.35	\$284.16

OVERHEAD EXPENSES

DOWNTIME		0.48 HR		\$2.48				\$2.48
EMPLOYEE BENEFITS				\$5.50				\$5.50
INSURANCE			\$0.61					\$0.61
LAND TAXES						\$5.33		\$5.33
SUPERVISION AND MANAGEMENT				\$27.37				\$27.37
OTHER EXPENSES			\$278.61					\$278.61
SUBTOTAL		0.48 HR		\$279.22	\$35.35	\$5.33		\$319.90

TOTAL OPERATING EXPENSES		6.41 HR	\$405.18	\$65.89	\$21.53	\$8.74	\$228.68	\$730.03
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NET OPERATING PROFIT								(\$410.03)
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INTEREST ON OPERATING CAPITAL	(\$70.55	@	7.00%)			\$4.94
INTEREST ON EQUIPMENT INVESTMENT								\$113.25

RETURN TO LAND AND RISK								(\$528.22)
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BUDGET SUMMARY

GROSS RETURN		\$320.00		
VARIABLE OPERATING EXPENSES	\$435.46			
RETURN OVER VARIABLE EXPENSES		(\$115.46)	(GROSS MARGIN)	
FIXED EXPENSES	\$228.68			
NET FARM INCOME		(\$344.14)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$65.89			
NET OPERATING PROFIT		(\$410.03)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$118.19			
RETURN TO LAND AND RISK		(\$528.22)		

TABLE 10. Summary of per acre costs and returns for a 100 acre farm with above average average management
Projected 2005.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	SMALL GRAIN HAY	SORGHUM HAY	CORN FOR SILAGE
		TONS	TONS	TONS	TONS
PRIMARY YIELD		5.00	2.50	2.00	20.00
PRIMARY PRICE		\$130.00	\$120.00	\$105.00	\$16.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME		\$10.00	\$0.00	\$5.00	\$0.00
GROSS RETURN		\$660.00	\$300.00	\$215.00	\$320.00
CASH OPERATING EXPENSES					
SEED	\$57.60		\$21.60	\$43.05	\$31.88
FERTILIZER	\$41.90	\$27.90			\$25.00
CHEMICALS		\$21.71			\$41.09
CROP INSURANCE					
OTHER PURCHASED INPUTS		\$15.39	\$9.31	\$6.09	
CANAL WATER		\$28.00	\$28.00	\$28.00	\$28.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$14.54	\$11.32	\$20.30	\$9.60	\$21.53
FUEL-IRRIGATION					
REPAIRS	\$6.41	\$1.41	\$7.28	\$2.02	\$8.74
CUSTOM CHARGES	\$70.71	\$23.40			
LAND TAXES		\$5.33	\$2.67	\$2.67	\$5.33
OTHER EXPENSES	\$0.24	\$279.17	\$139.71	\$139.63	\$279.22
TOTAL CASH EXPENSES	\$191.40	\$413.63	\$228.87	\$231.05	\$440.79
RETURN OVER CASH EXPENSES	(\$191.40)	\$246.37	\$71.13	(\$16.05)	(\$120.79)
FIXED EXPENSES	\$77.20	\$97.32	\$112.16	\$43.19	\$223.35
TOTAL EXPENSES	\$268.60	\$510.95	\$341.03	\$274.23	\$664.14
NET FARM INCOME	(\$268.60)	\$149.05	(\$41.03)	(\$59.23)	(\$344.14)
LABOR AND MANAGEMENT COSTS	\$37.00	\$86.15	\$50.25	\$38.33	\$65.89
NET OPERATING PROFIT	(\$305.60)	\$62.90	(\$91.28)	(\$97.56)	(\$410.03)
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL		\$3.47	\$2.51	\$2.83	\$4.94
INTEREST ON EQUIPMENT INVESTMENT		\$23.03	\$24.53	\$24.53	\$113.25
TOTAL CAPITAL COSTS	\$0.00	\$26.50	\$27.04	\$27.36	\$118.19
RETURN TO LAND AND RISK	(\$305.60)	\$36.40	(\$118.32)	(\$124.92)	(\$528.22)

TABLE 11. Whole farm summary, Valencia and Southern Bernalillo Counties,
Projected 2005.

GROSS RETURNS		
ALFALFA HAY	71.00 ACRES	
CROP		\$46,150
GRAZING		\$710
SMALL GRAIN HAY	10.00 ACRES	
CROP		\$3,000
SORGHUM HAY	10.00 ACRES	
CROP		\$2,100
GRAZING		\$50
CORN FOR SILAGE	10.00 ACRES	
CROP		\$3,200
GROSS RETURN		<u>\$55,210</u>
CASH OPERATING EXPENSES		
SEED		\$1,656
FERTILIZER		\$2,734
CHEMICALS		\$1,952
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$1,247
CANAL WATER		\$2,828
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$1,492
FUEL-IRRIGATION		\$0
REPAIRS		\$357
CUSTOM CHARGES		\$2,510
LAND TAXES		\$485
OTHER EXPENSES		\$25,410
TOTAL CASH EXPENSES		<u>\$40,672</u>
RETURN OVER CASH EXPENSES		\$14,538
FIXED EXPENSES		\$8,007
TOTAL EXPENSES		\$48,679
NET FARM INCOME		\$6,531
LABOR AND MANAGEMENT COSTS		\$8,105
NET OPERATING PROFIT		(\$1,574)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$349
INTEREST ON EQUIPMENT INVESTMENT		\$3,258
TOTAL CAPITAL COSTS		<u>\$3,607</u>
RETURN TO LAND AND RISK		<u>(\$5,181)</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$5,000 /ACRE	(\$20,181)	-0.29%
\$6,500 /ACRE	(\$24,681)	-0.23%
\$8,000 /ACRE	(\$29,181)	-0.19%
\$9,500 /ACRE	(\$33,681)	-0.16%
\$11,000 /ACRE	(\$38,181)	-0.14%
\$12,500 /ACRE	(\$42,681)	-0.12%

* 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)