

TABLE 1. Basic cost information for Dona Ana and Sierra Counties, 2003.

Item			
Labor Wage Rate:			
Equipment operators		\$/hour	\$5.95
General & Irrigators		\$/hour	\$5.95
Purchased Inputs:			
Nitrogen (N)		\$/pound	\$0.36
Phosphate (P205)		\$/pound	\$0.33
Canal water		\$/acre	\$45.00
Additional Water (over 2 acft)		\$/ac ft	\$16.00
Baling Wire		\$/lb	\$0.39
Energy:			
Butane		\$/MCF	\$1.21
Diesel fuel		\$/gallon	\$1.30
Gasoline		\$/gallon	\$1.35
Electricity (El Paso Elec)		cents/KwHr	8.69
Natural gas (Rio Grande)		\$/MCF	\$3.81
Employee Liability Insurance		\$/ \$1,000 wages	\$20.00
Employee Benefits		percent/w ages	18.00%
Labor Downtime		percent	25.00%
Financial Rates:			
Operating Capital Interest Rate		percent	8.00%
Land Interest Rate		percent	8.00%
Equipment Interest Rate		percent	8.00%
Real Interest Rate		percent	4.00%
Land Taxes	\$900.00	/acre (full value)	\$9.34
Personal Property Tax Rate - NR		\$/ \$1,000 (Assessed Value)	\$31.14
	- R		\$26.21
Supervision Factors			
Field Crop-Irrigation		\$/labor hour	\$1.00
Field Crop-Equipment & 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	7.00%
Vegetable Crops		percent/TOE	10.00%

TABLE 1a. Overhead cost information for Dona Ana and Sierra Counties, 2002.

ITEM				
Electricity (Domestic & Shop)			\$260.00 per month	\$3,120
Telephone			\$190.00 per month	\$2,280
Accounting & Legal				\$2,890
Misc. Supplies & Hand Tools				\$3,695
Pickup and Auto				
miles	20,000	@	\$0.365 per mile	\$7,300
Insurance				
- general liability (non-employee)				\$1,625
- fire/theft				\$2,450
Property Taxes				
- non-planted land				\$357
- other than land & machinery				\$575
Fixed Costs - Pump				\$3,800
Building repairs and maintenance				\$1,235
Dues, fees, publications				\$370
Farmstead Equipment				\$160
			Total	\$29,857
			Total Per Planted Acre	\$69.71

TABLE 2. Pumping costs and data for irrigation wells, Dona Ana and Sierra Counties, 2003.

INPUT DATA

DELIVERY PSI:			DEPTH CHARACTERISTICS:	
SPRINKLER	0		STATIC... ..	50
			DRAW DOWN .....	20
			TOTAL HEAD.....	70
			CASING... ..	150
GALLONS PER MINUTE (GPM)...	1500			
WORK HORSE POWER .....	27			
EFFICIENCY FACTOR:				
ELECTRICITY ... ..	0.470			
NATURAL GAS .....	0.080			
BUTANE .....	0.080			
DIESEL .....	0.083			
FUEL COST PER UNIT:				
ELECTRICITY ... ..	\$8.69	CENTS/K	wHr	
NATURAL GAS .....	\$3.81	\$/MCF		
BUTANE .....	\$1.21	\$/GAL		
DIESEL .....	\$1.30	\$/GAL		

FUEL PUMPING COSTS:

ELECTRIC WELL:			
COST PER HOUR.....	.....\$		\$3.69
COST PER ACRE INCH .....	.....\$		\$1.11
NATURAL GAS WELL:			
COST PER HOUR.....	.....\$		\$3.55
COST PER ACRE INCH .....	.....\$		\$1.07
BUTANE WELL:			
COST PER HOUR.....	.....\$		\$11.14
COST PER ACRE INCH .....	.....\$		\$3.36
DIESEL WELL:			
COST PER HOUR.....	.....\$		\$7.49
COST PER ACRE INCH .....	.....\$		\$2.26

TABLE 3. Equipment summary for a 500 acre farm with above average management, Dona Ana and Sierra Counties, 2003.

EQUIPMENT ITEM & SIZE	ANNUAL		VARIABLE COSTS					FIXED COSTS		
	HOURS OF USE	NUMBER	TOTAL VALUE	FUEL AND LUBRICANT	REPAIR	FUEL,OIL PER HR	REPAIR PER HR	DEPRE- CIATION	TAXES	TOTAL PER HOUR
TRACTOR 40 HP	433	2	\$3,200	\$1,750	\$221	\$4.04	\$0.51	\$100	\$26	\$0.29
TRACTOR 140 HP	557	2	\$38,120	\$5,906	\$2,802	\$10.60	\$5.03	\$6,987	\$544	\$13.52
TRACTOR 185 HP	470	1	\$40,700	\$6,340	\$2,366	\$13.49	\$5.04	\$5,995	\$467	\$13.75
COTTON PICKER 2-ROW	206	1	\$11,720	\$1,618	\$9,293	\$7.86	\$45.15	\$8,940	\$464	\$45.69
SHREDDER 2 ROW	67	1	\$1,250		\$63		\$0.95	\$167	\$13	\$2.69
PICKUP HALF TON	166	1	\$13,000	\$1,360	\$0	\$8.19	\$0.00	\$2,600	\$135	\$16.48
CHISEL 7-PT	78	1	\$1,200		\$56		\$0.72	\$160	\$12	\$2.21
BALER, PTO 2-WIRE	168	2	\$3,000		\$220		\$1.31	\$770	\$80	\$5.06
ROLLING CULT 4-ROW	394	1	\$2,000		\$0		\$0.00	\$267	\$21	\$0.73
ROTO BUCK 10 FT	24	1	\$1,000		\$4		\$0.18	\$133	\$10	\$5.94
DISC 14 FT	197	1	\$3,000		\$0		\$0.00	\$400	\$31	\$2.19
VEG PLANT-SHAPER 4-ROW	39	1	\$1,500		\$101		\$2.58	\$300	\$16	\$8.09
ROD WEEDER	5	1	\$625		\$4		\$0.78	\$83	\$6	\$18.71
SIDEDRESS	125	2	\$1,500		\$119		\$0.95	\$200	\$16	\$1.72
ROPEWICK 4-ROW	17	1	\$150		\$0		\$0.01	\$20	\$2	\$1.30
PLANTER 4-ROW	48	1	\$3,400		\$294		\$6.19	\$680	\$35	\$15.03
LISTER 4-ROW	60	1	\$1,600		\$59		\$0.99	\$213	\$17	\$3.84
HARROW 8 FT	106	2	\$400		\$7		\$0.06	\$53	\$4	\$0.54
PLOW 4-18 IN (MOLDBOARD)	135	1	\$4,000		\$303		\$2.24	\$533	\$42	\$4.25
DRILL 12 FT	12	1	\$2,200		\$20		\$1.67	\$440	\$23	\$38.67
SPRAYER (MTD) 4- ROW	82	1	\$1,375		\$284		\$3.47	\$183	\$14	\$2.41
SWATHER 16 FT	88	1	\$24,740	\$428	\$446	\$4.87	\$5.07	\$3,621	\$376	\$45.41
BORDER DISC 6-DISC	3	1	\$750		\$3		\$0.93	\$100	\$8	\$37.82
ONION KNIVES	16	1	\$750		\$10		\$0.65	\$100	\$8	\$6.65
TRAILER 4 TON	48	1	\$700		\$10		\$0.21	\$93	\$7	\$2.10
COTTON TRAILER 8 BALE	166	6	\$7,200		\$24		\$0.14	\$960	\$75	\$6.23
ELECTRIC WELL	260	2	\$26,000	\$959	\$24	\$3.69	\$0.09	\$3,467	\$270	\$14.37
			\$195,080	\$18,361	\$16,733			\$37,565	\$2,720	

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TABLE 4. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
Planting Dates: August 1 - October 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS		TOTAL			
<u>PURCHASED INPUTS</u>								
SEED	\$3.00	25 LBS		\$75.00	\$75.00			
PHOSPHATE (P2O5)	\$0.33	90 LBS		\$29.70	\$29.70			
HERBICIDE	\$26.84	1 X/ACRE		\$26.84	\$26.84			
PUMP WATER*		6 AC. IN.						
CANAL WATER		6 AC. IN.						
SUBTOTAL				\$131.54	\$131.54			
<u>PREHARVEST OPERATIONS</u>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$0.83	\$1.89	\$0.70	\$2.23	\$5.66
CHISEL	185 HP	0.20 HR		\$1.19	\$2.70	\$1.15	\$3.19	\$8.23
PLOW	185 HP	0.38 HR		\$2.26	\$5.13	\$2.76	\$6.84	\$16.99
DISC (2X)	185 HP	0.28 HR		\$1.67	\$3.78	\$1.41	\$4.46	\$11.32
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76
DISC & SPRAY	140 HP	0.17 HR		\$1.01	\$2.29	\$1.45	\$3.12	\$7.87
BORDER DISC	40 HP	0.05 HR		\$0.30	\$0.20	\$0.07	\$1.91	\$2.48
DRILL	140 HP	0.21 HR		\$1.25	\$2.23	\$1.41	\$10.96	\$15.84
IRRIGATE (2X)		1.50 HR		\$8.93	\$6.68	\$0.16	\$26.01	\$41.78
SUBTOTAL		2.98 HR	\$73.33	\$17.73	\$25.42	\$9.37	\$59.40	\$185.25
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		1.17 HR		\$6.98				\$6.98
EMPLOYEE BENEFITS				\$3.19				\$3.19
INSURANCE			\$0.35					\$0.35
SUPERVISION AND MANAGEMENT				\$24.42				\$24.42
SUBTOTAL		1.17 HR	\$0.35	\$34.58				\$34.94
<u>TOTAL OPERATING EXPENSES</u>		4.15 HR	\$205.23	\$52.31	\$25.42	\$9.37	\$59.40	\$351.73

TABLE 5. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
Harvest Dates: June 1 - October 1

ITEM	PRICE	YIELD						TOTAL
<b>GROSS RETURNS</b>								
ALFALFA HAY	\$140.00	8.00	TONS (STACKED)					\$1,120.00
TOTAL								\$1,120.00
<b>PURCHASED INPUTS</b>								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL
NITROGEN (N)	\$0.36	35	LBS	\$12.60				\$12.60
PHOSPHATE (P2O5)	\$0.33	90	LBS	\$29.70				\$29.70
INSECTICIDE (CUSTOM)	\$14.40	1	X/ACRE	\$14.40				\$14.40
WIRE	\$0.39	69	LBS	\$26.74				\$26.74
ESTABLISHMENT: Principal		4	YEARS		\$87.93		\$87.93	
: Interest					\$15.18		\$15.18	
PUMP WATER*		0	AC. IN.					
CANAL WATER		60	AC. IN.	\$93.00				\$93.00
SUBTOTAL				\$176.44	\$103.11			\$279.55
<b>PREHARVEST OPERATIONS</b>								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
SPRAYER	140 HP	0.11	HR	\$0.65	\$1.17	\$0.93	\$1.75	\$4.51
FERTILIZE	140 HP	0.05	HR	\$0.30	\$0.53	\$0.25	\$0.68	\$1.76
IRRIGATE (10X)		5.00	HR	\$29.75	\$0.00	\$0.00	\$0.00	\$29.75
SUBTOTAL		5.16	HR	\$30.70	\$1.70	\$1.19	\$2.43	\$36.01
<b>HARVEST OPERATIONS</b>								
SWATHER (5X)	14 FT	0.55	HR	\$3.27	\$2.68	\$2.79	\$24.98	\$33.71
BALER, PTO (5X)	140 HP	1.05	HR	\$6.25	\$11.13	\$6.66	\$19.51	\$43.55
BALELOADER (CUSTOM)	0			\$60.80				\$60.80
SUBTOTAL		1.60	HR	\$60.80	\$9.52	\$13.81	\$9.44	\$138.06
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.43	HR	\$2.54				\$2.54
EMPLOYEE BENEFITS				\$7.24				\$7.24
INSURANCE				\$0.80				\$0.80
LAND TAXES					\$9.34		\$9.34	
SUPERVISION AND MANAGEMENT				\$84.28				\$84.28
OTHER EXPENSES				\$69.71				\$69.71
SUBTOTAL		0.43	HR	\$70.52	\$94.06	\$9.34		\$173.92
TOTAL OPERATING EXPENSES		7.03	HR	\$307.76	\$134.29	\$15.51	\$10.63	\$159.37
NET OPERATING PROFIT								\$492.45
INTEREST ON OPERATING CAPITAL	(	\$90.88	@	8.00%				\$7.27
INTEREST ON EQUIPMENT INVESTMENT								\$24.73
RETURN TO LAND AND RISK								\$460.45

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

BUDGET SUMMARY

GROSS RETURN		\$1,120.00	
VARIABLE OPERATING EXPENSES	\$333.90		
RETURN OVER VARIABLE EXPENSES	\$786.10	(GROSS MARGIN)	
FIXED EXPENSES	\$159.37		
NET FARM INCOME	\$626.74	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$134.29		
NET OPERATING PROFIT	\$492.45	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$32.00		
RETURN TO LAND AND RISK	\$460.45		

TABLE 6. Pima cotton, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: April 15 - April 30  
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD						TOTAL	
<b>GROSS RETURNS</b>									
LINT	\$0.800	1030.00	LBS					\$824.00	
SEED	\$0.05	1,648.00	LBS					\$82.40	
DIRECT PAYMENT	\$0.0000	1030.00	LBS					\$0.00	
<b>TOTAL</b>								<b>\$906.40</b>	
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS				TOTAL	
SEED	\$1.26	25	LBS	\$31.50				\$31.50	
NITROGEN (N)	\$0.36	120	LBS	\$43.20				\$43.20	
PHOSPHATE (P2O5)	\$0.33	50	LBS	\$16.50				\$16.50	
HERBICIDE	\$33.37	1	X/ACRE	\$33.37				\$33.37	
CROP INSURANCE	\$2.94			\$2.94				\$2.94	
PUMP WATER*		0	AC. IN.						
CANAL WATER		33	AC. IN.	\$57.00				\$57.00	
<b>SUBTOTAL</b>				<b>\$184.51</b>				<b>\$184.51</b>	
<b>PREHARVEST OPERATIONS</b>									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		\$0.83	\$1.89	\$0.70	\$2.23	\$5.66
CHISEL	140 HP	0.20	HR		\$1.19	\$2.70	\$1.15	\$3.19	\$8.23
PLOW	140 HP	0.38	HR		\$2.26	\$5.13	\$2.76	\$6.84	\$16.99
DISC	140 HP	0.14	HR		\$0.83	\$1.89	\$0.70	\$2.23	\$5.66
DISC & SPRAY	140 HP	0.15	HR		\$0.89	\$2.02	\$1.28	\$2.75	\$6.94
FERTILIZE	140 HP	0.05	HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76
LISTER	140 HP	0.18	HR		\$1.07	\$2.43	\$1.08	\$3.17	\$7.75
PRE-IRRIGATE		0.75	HR		\$4.46	\$0.00	\$0.00	\$0.00	\$4.46
HARROW	40 HP	0.32	HR		\$1.90	\$1.29	\$0.18	\$0.27	\$3.65
ROLLING CULT	40 HP	0.21	HR		\$1.25	\$0.85	\$0.11	\$0.21	\$2.42
PLANTER	140 HP	0.26	HR		\$1.55	\$2.76	\$2.92	\$7.42	\$14.64
HARROW	40 HP	0.32	HR		\$1.90	\$1.29	\$0.18	\$0.27	\$3.65
ROLLING CULT (3X)	140 HP	0.63	HR		\$3.75	\$6.68	\$3.17	\$8.98	\$22.58
ROTO BUCK (2X)	40 HP	0.03	HR		\$0.18	\$0.12	\$0.02	\$0.19	\$0.51
ROPEWICK	40 HP	0.10	HR		\$0.60	\$0.40	\$0.05	\$0.16	\$1.21
IRRIGATE (4X)		2.00	HR		\$11.90	\$0.00	\$0.00	\$0.00	\$11.90
<b>SUBTOTAL</b>		<b>5.86</b>	<b>HR</b>		<b>\$34.87</b>	<b>\$29.98</b>	<b>\$14.57</b>	<b>\$38.58</b>	<b>\$118.00</b>
<b>HARVEST OPERATIONS</b>									
COTTON PICKER (2X)	2-ROW	1.24	HR		\$7.38	\$9.75	\$55.98	\$56.65	\$129.76
COTTON TRAILER (2X)	HALF TON	1.00	HR		\$5.95	\$8.19	\$0.14	\$22.71	\$36.99
GIN COTTON (CUSTOM)				\$159.34					\$159.34
<b>SUBTOTAL</b>		<b>2.24</b>	<b>HR</b>		<b>\$159.34</b>	<b>\$13.33</b>	<b>\$17.94</b>	<b>\$56.13</b>	<b>\$79.36</b>
<b>POSTHARVEST OPERATIONS</b>									
SHREDDER	40 HP	0.29	HR		\$1.73	\$1.17	\$0.42	\$0.87	\$4.19
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		1.41	HR		\$8.39				\$8.39
EMPLOYEE BENEFITS					\$6.28				\$6.28
INSURANCE				\$1.00				\$1.00	
LAND TAXES							\$9.34	\$9.34	
SUPERVISION AND MANAGEMENT					\$69.02				\$69.02
OTHER EXPENSES				\$69.71				\$69.71	
<b>SUBTOTAL</b>		<b>1.41</b>	<b>HR</b>		<b>\$70.71</b>	<b>\$83.68</b>		<b>\$9.34</b>	<b>\$163.74</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>9.80</b>	<b>HR</b>		<b>\$414.56</b>	<b>\$133.60</b>	<b>\$49.09</b>	<b>\$71.12</b>	<b>\$128.15</b>
<b>NET OPERATING PROFIT</b>								<b>\$109.87</b>	
INTEREST ON OPERATING CAPITAL	(	\$157.85	@	8.00%	)			\$12.63	
INTEREST ON EQUIPMENT INVESTMENT								\$46.11	
<b>RETURN TO LAND AND RISK</b>								<b>\$51.13</b>	

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

**BUDGET SUMMARY**

GROSS RETURN		\$906.40	
VARIABLE OPERATING EXPENSES	\$534.78		
RETURN OVER VARIABLE EXPENSES		\$371.62	(GROSS MARGIN)
FIXED EXPENSES	\$128.15		
NET FARM INCOME		\$243.47	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$133.60		
NET OPERATING PROFIT		\$109.87	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$58.74		
RETURN TO LAND AND RISK		\$51.13	

TABLE 7. Upland cotton (picker), flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: April 15 - April 30  
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD						TOTAL
<b>GROSS RETURNS</b>								
LINT	\$0.520	1,225.00 LBS						\$637.00
SEED	\$0.08	1,960.00 LBS						\$151.90
DIRECT PAYMENT	\$0.0667	1,225.00 LBS						\$81.71
COUNTER CYCLICAL PAYMENT	\$0.0873	1,225.00 LBS						\$106.94
<b>TOTAL</b>							<b>\$977.55</b>	
<b>PURCHASED INPUTS</b>								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
SEED	\$0.56	25 LBS	\$14.00					\$14.00
NITROGEN (N)	\$0.36	120 LBS	\$43.20					\$43.20
PHOSPHATE (P2O5)	\$0.33	50 LBS	\$16.50					\$16.50
HERBICIDE	\$33.37	1 X/ACRE	\$33.37					\$33.37
INSECTICIDE	\$64.72	1 X/ACRE	\$64.72					\$64.72
CROP INSURANCE	\$0.34		\$0.34					\$0.34
PUMP WATER*		0 AC. IN.						
CANAL WATER		33 AC. IN.	\$57.00					\$57.00
<b>SUBTOTAL</b>			<b>\$229.12</b>					<b>\$229.12</b>
<b>PREHARVEST OPERATIONS</b>								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$0.83	\$1.89	\$0.70	\$2.23	\$5.66
CHISEL	140 HP	0.20 HR		\$1.19	\$2.70	\$1.15	\$3.19	\$8.23
PLOW	140 HP	0.38 HR		\$2.26	\$5.13	\$2.76	\$6.84	\$16.99
DISC	140 HP	0.14 HR		\$0.83	\$1.89	\$0.70	\$2.23	\$5.66
DISC & SPRAY	140 HP	0.17 HR		\$1.01	\$2.29	\$1.45	\$3.12	\$7.87
FERTILIZE	140 HP	0.05 HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76
LISTER	140 HP	0.18 HR		\$1.07	\$2.43	\$1.08	\$3.17	\$7.75
PRE-IRRIGATE		0.75 HR		\$4.46	\$0.00	\$0.00	\$0.00	\$4.46
HARROW	40 HP	0.32 HR		\$1.90	\$1.29	\$0.18	\$0.27	\$3.65
ROLLING CULT	40 HP	0.21 HR		\$1.25	\$0.85	\$0.11	\$0.21	\$2.42
PLANTER	140 HP	0.26 HR		\$1.55	\$2.76	\$2.92	\$7.42	\$14.64
HARROW	40 HP	0.32 HR		\$1.90	\$1.29	\$0.18	\$0.27	\$3.65
ROLLING CULT (3X)	140 HP	0.63 HR		\$3.75	\$6.68	\$3.17	\$8.98	\$22.58
ROTO BUCK (2X)	40 HP	0.03 HR		\$0.18	\$0.12	\$0.02	\$0.19	\$0.51
ROPEWICK	40 HP	0.10 HR		\$0.60	\$0.40	\$0.05	\$0.16	\$1.21
IRRIGATE (4X)		2.00 HR		\$11.90	\$0.00	\$0.00	\$0.00	\$11.90
<b>SUBTOTAL</b>		<b>5.88 HR</b>		<b>\$34.99</b>	<b>\$30.25</b>	<b>\$14.74</b>	<b>\$38.95</b>	<b>\$118.93</b>
<b>HARVEST OPERATIONS</b>								
COTTON PICKER (2X)	2-ROW	1.24 HR		\$7.38	\$9.75	\$55.98	\$56.65	\$129.76
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$5.95	\$8.19	\$0.14	\$22.71	\$36.99
GIN COTTON (CUSTOM)			\$157.17					\$157.17
<b>SUBTOTAL</b>		<b>2.24 HR</b>	<b>\$157.17</b>	<b>\$13.33</b>	<b>\$17.94</b>	<b>\$56.13</b>	<b>\$79.36</b>	<b>\$323.92</b>
<b>POSTHARVEST OPERATIONS</b>								
SHREDDER	40 HP	0.29 HR		\$1.73	\$1.17	\$0.42	\$0.87	\$4.19
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		1.42 HR		\$8.42				\$8.42
EMPLOYEE BENEFITS				\$9.01				\$9.01
INSURANCE			\$1.00					\$1.00
LAND TAXES						\$9.34		\$9.34
SUPERVISION AND MANAGEMENT				\$74.01				\$74.01
OTHER EXPENSES			\$69.71					\$69.71
<b>SUBTOTAL</b>		<b>1.42 HR</b>	<b>\$70.71</b>	<b>\$91.43</b>			<b>\$9.34</b>	<b>\$171.49</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>9.83 HR</b>	<b>\$457.00</b>	<b>\$141.47</b>	<b>\$49.36</b>	<b>\$71.29</b>	<b>\$128.52</b>	<b>\$847.65</b>
<b>NET OPERATING PROFIT</b>							<b>\$129.90</b>	
INTEREST ON OPERATING CAPITAL	(	\$145.48	@	8.00%			\$11.64	
INTEREST ON EQUIPMENT INVESTMENT							\$46.31	
<b>RETURN TO LAND AND RISK</b>							<b>\$71.95</b>	

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

**BUDGET SUMMARY**

GROSS RETURN		\$977.55	
VARIABLE OPERATING EXPENSES	\$577.66		
RETURN OVER VARIABLE EXPENSES	\$399.89		(GROSS MARGIN)
FIXED EXPENSES	\$128.52		
NET FARM INCOME	\$271.38		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$141.47		
NET OPERATING PROFIT	\$129.90		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$57.95		
RETURN TO LAND AND RISK		\$71.95	



TABLE 8. Grain sorghum (short season), flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: July 1 - July 15  
 Harvest Dates: September 1 - October 30

ITEM	PRICE	QUANTITY						TOTAL	
<b>GROSS RETURNS</b>									
GRAIN SORGHUM	\$4.39	40.00	CWT					\$175.60	
DIRECT PAYMENT	\$0.625	40.00	CWT					\$25.00	
COUNTER CYCLICAL PAYMENT	\$0.00	0.00	CWT					\$0.00	
<b>TOTAL</b>							<b>\$200.60</b>		
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL	
SEED	\$1.20	10	LBS	\$12.00					\$12.00
HERBICIDE	\$22.23	1	X/ACRE	\$22.23					\$22.23
INSECTICIDE	\$33.37	1	X/ACRE	\$33.37					\$33.37
PUMP WATER*		0	AC. IN.						
CANAL WATER		24	AC. IN.	\$45.00					\$45.00
CROP INSURANCE	\$2.94			\$2.94					\$2.94
<b>SUBTOTAL</b>				<b>\$115.54</b>					<b>\$115.54</b>
<b>PREHARVEST OPERATIONS</b>									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14	HR	\$0.83	\$1.48	\$0.70	\$2.20	\$5.22	
CHISEL	140 HP	0.20	HR	\$1.19	\$2.12	\$1.15	\$3.15	\$7.61	
DISC & SPRAY	140 HP	0.17	HR	\$1.01	\$1.80	\$1.44	\$3.08	\$7.34	
LISTER	140 HP	0.18	HR	\$1.07	\$1.91	\$1.08	\$3.12	\$7.19	
PLANTER	140 HP	0.26	HR	\$1.55	\$2.76	\$2.92	\$7.42	\$14.64	
ROTO BUCK (3X)	40 HP	0.05	HR	\$0.27	\$0.18	\$0.03	\$0.28	\$0.76	
ROLLING CULT (2X)	40 HP	0.42	HR	\$2.50	\$1.70	\$0.21	\$0.43	\$4.84	
IRRIGATE (4X)		2.00	HR	\$11.90	\$0.00	\$0.00	\$0.00	\$11.90	
<b>SUBTOTAL</b>		<b>3.42</b>	<b>HR</b>	<b>\$20.32</b>	<b>\$11.95</b>	<b>\$7.54</b>	<b>\$19.68</b>	<b>\$59.50</b>	
<b>HARVEST OPERATIONS</b>									
COMBINE (CUSTOM)				\$9.60					\$9.60
HAUL (CUSTOM)				\$7.20					\$7.20
<b>SUBTOTAL</b>				<b>\$16.80</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$16.80</b>
<b>POSTHARVEST OPERATIONS</b>									
SHREDDER	40 HP	0.29	HR	\$1.73	\$1.17	\$0.42	\$0.87	\$4.19	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.43	HR	\$2.54					\$2.54
EMPLOYEE BENEFITS				\$3.97					\$3.97
INSURANCE				\$0.44					\$0.44
LAND TAXES							\$9.34	\$9.34	
SUPERVISION AND MANAGEMENT				\$15.11					\$15.11
OTHER EXPENSES				\$69.71					\$69.71
<b>SUBTOTAL</b>				<b>\$70.15</b>	<b>\$21.61</b>		<b>\$9.34</b>	<b>\$101.11</b>	
<b>TOTAL OPERATING EXPENSES</b>		<b>4.13</b>	<b>HR</b>	<b>\$202.50</b>	<b>\$43.65</b>	<b>\$13.12</b>	<b>\$7.97</b>	<b>\$29.89</b>	<b>\$297.14</b>
<b>NET OPERATING PROFIT</b>								<b>(\$96.54)</b>	
INTEREST ON OPERATING CAPITAL	(	\$64.44	@	8.00%				\$5.16	
INTEREST ON EQUIPMENT INVESTMENT								\$9.91	
<b>RETURN TO LAND AND RISK</b>								<b>(\$111.60)</b>	

\*Pump water costs are shown under irrigation in the preharvest operation section.  
 BUDGET SUMMARY

GROSS RETURN		\$200.60	
VARIABLE OPERATING EXPENSES	\$223.59		
RETURN OVER VARIABLE EXPENSES		(\$22.99)	(GROSS MARGIN)
FIXED EXPENSES	\$29.89		
NET FARM INCOME		(\$52.88)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$43.65		
NET OPERATING PROFIT		(\$96.54)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$15.07		
RETURN TO LAND AND RISK		(\$111.60)	

TABLE 9. Spring lettuce, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: January 1 - February 1  
 Harvest Dates: May 1 - May 31

ITEM	PRICE	YIELD							TOTAL	
GROSS RETURNS										
SPRING LETTUCE	5.85	475.00	CARTONS						\$2,778.75	
TOTAL									\$2,778.75	
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS							TOTAL
SEED	\$125.00	4.00	LBS	\$500.00					\$500.00	
NITROGEN (N)	\$0.36	250	LBS	\$90.00					\$90.00	
PHOSPHATE (P205)	\$0.33	175	LBS	\$57.75					\$57.75	
INSECTICIDE	\$37.03	3	X/ACRE	\$111.09					\$111.09	
PUMP WATER*		16	AC. IN.							
CANAL WATER		14	AC. IN.	\$45.00					\$45.00	
SUBTOTAL				\$803.84					\$803.84	
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL		
DISC	140 HP	0.14 HR		\$0.83	\$1.48	\$0.70	\$2.20	\$5.22		
CHISEL	140 HP	0.20 HR		\$1.19	\$2.12	\$1.15	\$3.15	\$7.61		
PLOW	140 HP	0.38 HR		\$2.26	\$4.03	\$2.76	\$6.75	\$15.81		
DISC (2X)	140 HP	0.28 HR		\$1.67	\$2.97	\$1.41	\$4.40	\$10.44		
LASER PLANE (CUSTOM)			\$73.33					\$73.33		
FERTILIZE	140 HP	0.05 HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76		
DISC	140 HP	0.14 HR		\$0.83	\$1.48	\$0.70	\$2.20	\$5.22		
LISTER	140 HP	0.18 HR		\$1.07	\$1.91	\$1.08	\$3.12	\$7.19		
PRE-IRRIGATE		0.75 HR		\$4.46	\$1.98	\$0.05	\$7.71	\$14.20		
ROLLING CULT	40 HP	0.21 HR		\$1.25	\$0.85	\$0.11	\$0.21	\$2.42		
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.55	\$2.76	\$1.98	\$5.62	\$11.90		
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$3.93	\$7.00	\$3.94	\$10.54	\$25.41		
ROLLING CULT (3X)	40 HP	0.21 HR		\$1.25	\$0.85	\$0.11	\$0.21	\$2.42		
THIN & HOE (CUSTOM)			\$120.00					\$120.00		
DUSTER (CUSTOM)			\$5.00					\$5.00		
ROTO BUCK (8X)	40 HP	0.12 HR		\$0.71	\$0.48	\$0.08	\$0.75	\$2.03		
IRRIGATE (8X)		4.00 HR		\$23.80	\$15.83	\$0.39	\$61.65	\$101.67		
SUBTOTAL		7.58 HR	\$198.33	\$45.10	\$44.27	\$14.72	\$109.19	\$411.61		
<b>HARVEST OPERATIONS</b>										
HARVEST (CUSTOM)				\$878.75				\$878.75		
CARTONS (CUSTOM)				\$403.75				\$403.75		
HAUL (CUSTOM)				\$142.50				\$142.50		
BROKERAGE (CUSTOM)				\$257.03				\$257.03		
SUBTOTAL		0.00 HR	\$1,682.03	\$0.00	\$0.00	\$0.00	\$0.00	\$1,682.03		
<b>OVERHEAD EXPENSES</b>										
DOWNTIME		0.71 HR		\$4.21				\$4.21		
EMPLOYEE BENEFITS				\$8.12				\$8.12		
INSURANCE			\$0.90					\$0.90		
LAND TAXES							\$9.34	\$9.34		
SUPERVISION AND MANAGEMENT				\$147.38				\$147.38		
OTHER EXPENSES			\$69.71					\$69.71		
SUBTOTAL		0.71 HR	\$70.62	\$159.71			\$9.34	\$239.66		
TOTAL OPERATING EXPENSES		8.29 HR	\$2,754.82	\$204.81	\$44.27	\$14.72	\$118.53	\$3,137.15		
NET OPERATING PROFIT								(\$358.40)		
INTEREST ON OPERATING CAPITAL	(	\$606	@	8.00%	)			\$48.51		
INTEREST ON EQUIPMENT INVESTMENT								\$37.35		
RETURN TO LAND AND RISK								(\$444.26)		

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

BUDGET SUMMARY

GROSS RETURN		\$2,778.75	
VARIABLE OPERATING EXPENSES	\$2,813.81		
RETURN OVER VARIABLE EXPENSES		(\$35.06)	(GROSS MARGIN)
FIXED EXPENSES	\$118.53		
NET FARM INCOME		(\$153.59)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$204.81		
NET OPERATING PROFIT		(\$358.40)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$85.86		
RETURN TO LAND AND RISK		(\$444.26)	

TABLE 10. Fall lettuce, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: August 1 - August 15  
 Harvest Dates: October 15 - November 10

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
FALL LETTUCE	\$6.47	500.00	CARTONS						\$3,235.00
TOTAL									\$3,235.00
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS					TOTAL
SEED	\$118.75	4.00	LBS	\$475.00					\$475.00
NITROGEN (N)	\$0.36	250	LBS	\$90.00					\$90.00
PHOSPHATE (P205)	\$0.33	150	LBS	\$49.50					\$49.50
HERBICIDE	\$18.55	1	X/ACRE	\$18.55					\$18.55
INSECTICIDE	\$231.73	1	X/ACRE	\$231.73					\$231.73
PUMP WATER*		0	AC. IN.						
CANAL WATER		40	AC. IN.	\$46.67					\$46.67
SUBTOTAL				\$911.45					\$911.45
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		\$0.83	\$1.48	\$0.70	\$2.20	\$5.22
CHISEL	140 HP	0.20	HR		\$1.19	\$2.12	\$1.15	\$3.15	\$7.61
PLOW	140 HP	0.38	HR		\$2.26	\$4.03	\$2.76	\$6.75	\$15.81
DISC (2X)	140 HP	0.28	HR		\$1.67	\$2.97	\$1.41	\$4.40	\$10.44
LASER PLANE (CUSTOM)				\$72.50					\$72.50
FERTILIZE	140 HP	0.05	HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76
DISC & SPRAY	140 HP	0.17	HR		\$1.01	\$1.80	\$1.44	\$3.08	\$7.34
LISTER	140 HP	0.18	HR		\$1.07	\$1.91	\$1.08	\$3.12	\$7.19
PRE-IRRIGATE		0.75	HR		\$4.46	\$0.00	\$0.00	\$0.00	\$4.46
ROLLING CULT	40 HP	0.21	HR		\$1.25	\$0.85	\$0.11	\$0.21	\$2.42
VEG-PLANT SHAPER	140 HP	0.26	HR		\$1.55	\$2.76	\$1.98	\$5.62	\$11.90
CULT & SIDEDRESS (2X)	140 HP	0.66	HR		\$3.93	\$7.00	\$3.94	\$10.54	\$25.41
ROLLING CULT (3X)	40 HP	0.63	HR		\$3.75	\$2.54	\$0.32	\$0.64	\$7.26
THIN & HOE (CUSTOM)				\$160.00					\$160.00
DUSTER (CUSTOM)				\$15.00					\$15.00
ROTO BUCK (8X)	40 HP	0.12	HR		\$0.71	\$0.48	\$0.08	\$0.75	\$2.03
IRRIGATE (8X)		4.00	HR		\$23.80	\$0.00	\$0.00	\$0.00	\$23.80
SUBTOTAL		8.03	HR	\$247.50	\$47.78	\$28.48	\$15.24	\$41.14	\$380.14
HARVEST OPERATIONS									
HARVEST (CUSTOM)				\$925.00					\$925.00
CARTONS (CUSTOM)				\$425.00					\$425.00
HAUL (CUSTOM)				\$150.00					\$150.00
BROKERAGE (CUSTOM)				\$299.24					\$299.24
SUBTOTAL				\$1,799.24					\$1,799.24
OVERHEAD EXPENSES									
DOWNTIME		0.82	HR		\$4.88				\$4.88
EMPLOYEE BENEFITS					\$8.60				\$8.60
INSURANCE				\$0.96					\$0.96
LAND TAXES							\$9.34		\$9.34
SUPERVISION AND MANAGEMENT					\$64.42				\$64.42
OTHER EXPENSES				\$69.71					\$69.71
SUBTOTAL		0.82	HR	\$70.67	\$77.90		\$9.34		\$157.91
TOTAL OPERATING EXPENSES		8.85	HR	\$3,028.85	\$125.68	\$28.48	\$15.24	\$50.49	\$3,248.73
NET OPERATING PROFIT									(\$13.73)
INTEREST ON OPERATING CAPITAL	(	\$678	@	8.00%	)				\$54.28
INTEREST ON EQUIPMENT INVESTMENT									\$18.80
RETURN TO LAND AND RISK									(\$86.81)

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

BUDGET SUMMARY

GROSS RETURN		\$3,235.00	
VARIABLE OPERATING EXPENSES	\$3,072.57		
RETURN OVER VARIABLE EXPENSES		\$162.43	(GROSS MARGIN)
FIXED EXPENSES	\$50.49		
NET FARM INCOME		\$111.95	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$125.68		
NET OPERATING PROFIT		(\$13.73)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$73.08		
RETURN TO LAND AND RISK		(\$86.81)	

TABLE 11. Wheat, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: January 1 - January 15  
 Harvest Dates: July 1 - July 15

ITEM	PRICE	YIELD							TOTAL
<b>GROSS RETURNS</b>									
WHEAT	\$5.75	75.00	BU						\$431.25
DIRECT PAYMENT	\$0.52	92.00	BU						\$47.84
TOTAL									\$479.09
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS					TOTAL
SEED	\$0.13	110	LBS	\$14.30				\$14.30	
NITROGEN (N)	\$0.36	200	LBS	\$72.00				\$72.00	
PHOSPHATE (P205)	\$0.33	50	LBS	\$16.50				\$16.50	
HERBICIDE	\$9.36	1	X/ACRE	\$9.36				\$9.36	
INSECTICIDE	\$12.94	1	X/ACRE	\$12.94				\$12.94	
PUMP WATER*		6	AC. IN.						
CANAL WATER		24	AC. IN.	\$45.00				\$45.00	
CROP INSURANCE	\$2.94			\$2.94				\$2.94	
SUBTOTAL				\$173.04				\$173.04	
<b>PREHARVEST OPERATIONS</b>									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		\$0.83	\$1.48	\$0.70	\$2.20	\$5.22
CHISEL	140 HP	0.20	HR		\$1.19	\$2.12	\$1.15	\$3.15	\$7.61
FERTILIZE	140 HP	0.05	HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76
DISC & SPRAY	140 HP	0.17	HR		\$1.01	\$1.80	\$1.44	\$3.08	\$7.34
BORDER DISC	40 HP	0.05	HR		\$0.30	\$0.20	\$0.07	\$1.91	\$2.48
DRILL	140 HP	0.21	HR		\$1.25	\$2.23	\$1.41	\$10.96	\$15.84
IRRIGATE (4X)		2.00	HR		\$11.90	\$6.68	\$0.16	\$26.01	\$44.75
SUBTOTAL		2.82	HR		\$16.78	\$15.04	\$5.19	\$47.98	\$84.99
<b>HARVEST OPERATIONS</b>									
COMBINE (CUSTOM)				\$26.00				\$26.00	
HAUL (CUSTOM)				\$14.25				\$14.25	
SUBTOTAL				\$40.25				\$40.25	
<b>POSTHARVEST OPERATIONS</b>									
SHREDDER	40 HP	0.29	HR		\$1.73	\$1.17	\$0.42	\$0.87	\$4.19
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.28	HR		\$1.65				\$1.65
EMPLOYEE BENEFITS					\$3.33				\$3.33
INSURANCE				\$0.37				\$0.37	
LAND TAXES							\$9.34	\$9.34	
SUPERVISION AND MANAGEMENT					\$36.09				\$36.09
OTHER EXPENSES				\$69.71				\$69.71	
SUBTOTAL		0.28	HR	\$70.08	\$41.07				\$9.34
TOTAL OPERATING EXPENSES		3.39	HR	\$283.37	\$59.58	\$16.22	\$5.62	\$58.18	\$422.97
NET OPERATING PROFIT									\$56.12
INTEREST ON OPERATING CAPITAL	(	\$95.33	@	8.00%	)				\$7.63
INTEREST ON EQUIPMENT INVESTMENT									\$17.63
RETURN TO LAND AND RISK									\$30.87

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

BUDGET SUMMARY

GROSS RETURN		\$479.09	
VARIABLE OPERATING EXPENSES	\$305.20		
RETURN OVER VARIABLE EXPENSES		\$173.89	(GROSS MARGIN)
FIXED EXPENSES	\$58.18		
NET FARM INCOME		\$115.70	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$59.58		
NET OPERATING PROFIT		\$56.12	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$25.25		
RETURN TO LAND AND RISK		\$30.87	

TABLE 12. Fall onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: October 1 - October 15  
 Harvesting Dates: June 1 - July 15

ITEM	PRICE	YIELD		PURCHASED INPUTS					TOTAL
<b>GROSS RETURNS</b>									
FALL ONIONS	\$5.85	825.00	SACKS						\$4,826.25
<b>TOTAL</b>									\$4,826.25
<b>PURCHASED INPUTS</b>									
SEED	\$110.00	4	LBS	\$440.00					\$440.00
NITROGEN (N)	\$0.36	450	LBS	\$162.00					\$162.00
PHOSPHATE (P2O5)	\$0.33	180	LBS	\$59.40					\$59.40
HERBICIDE	\$22.23	1	X/ACRE	\$22.23					\$22.23
INSECTICIDE	\$75.83	1	X/ACRE	\$75.83					\$75.83
PUMP WATER*		6	AC. IN.						
CANAL WATER		50	AC. IN.	\$79.67					\$79.67
<b>SUBTOTAL</b>				\$839.13					\$839.13
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		\$0.83	\$1.48	\$0.70	\$2.20	\$5.22
CHISEL	140 HP	0.20	HR		\$1.19	\$2.12	\$1.15	\$3.15	\$7.61
PLOW	140 HP	0.38	HR		\$2.26	\$4.03	\$2.76	\$6.75	\$15.81
DISC (2X)	140 HP	0.28	HR		\$1.67	\$2.97	\$1.41	\$4.40	\$10.44
LASER PLANE (CUSTOM)				\$73.33					\$73.33
FERTILIZE	140 HP	0.05	HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76
DISC & SPRAY	140 HP	0.17	HR		\$1.01	\$1.80	\$1.44	\$3.08	\$7.34
LISTER	140 HP	0.18	HR		\$1.07	\$1.91	\$1.08	\$3.12	\$7.19
PRE-IRRIGATE		0.75	HR		\$4.46	\$0.48	\$0.01	\$1.86	\$6.81
ROD WEEDER	40 HP	0.08	HR		\$0.48	\$0.32	\$0.10	\$1.52	\$2.42
ROLLING CULT	40 HP	0.21	HR		\$1.25	\$0.85	\$0.11	\$0.21	\$2.42
VEG PLANT-SHAPER	140 HP	0.26	HR		\$1.55	\$2.76	\$1.98	\$5.62	\$11.90
CULT & SIDEDRESS (4X)	140 HP	1.32	HR		\$7.85	\$14.00	\$7.89	\$21.08	\$50.82
ROLLING CULT (2X)	40 HP	0.42	HR		\$2.50	\$1.70	\$0.21	\$0.43	\$4.84
THIN & HOE (CUSTOM)				\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14	HR		\$0.80	\$0.55	\$0.09	\$0.84	\$2.28
IRRIGATE (13X)		6.50	HR		\$38.68	\$6.20	\$0.15	\$24.15	\$69.18
<b>SUBTOTAL</b>		11.08	HR	\$193.33	\$65.90	\$41.69	\$19.35	\$79.09	\$399.36
<b>HARVEST OPERATIONS</b>									
ONION KNIVES	80 HP	0.27	HR		\$1.61	\$2.86	\$1.53	\$5.45	\$11.45
HARVEST & HAUL (CUSTOM)				\$907.50					\$907.50
BAG RENTAL				\$82.50					\$82.50
FIELD LOAD (CUSTOM)				\$0.00					\$0.00
PROCESSING (CUSTOM)				\$1,568					\$1,568
CONTAINER CHARGE				\$330.00					\$330.00
BROKERAGE (CUSTOM)				\$434.36					\$434.36
<b>SUBTOTAL</b>		0.27	HR	\$3,321.86	\$1.61	\$2.86	\$1.53	\$5.45	\$3,333.31
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		1.02	HR		\$6.09				\$6.09
EMPLOYEE BENEFITS					\$11.86				\$11.86
INSURANCE				\$1.32					\$1.32
LAND TAXES							\$9.34		\$9.34
SUPERVISION AND MANAGEMENT					\$159.95				\$159.95
OTHER EXPENSES				\$69.71					\$69.71
<b>SUBTOTAL</b>		1.02	HR	\$71.03	\$177.90			\$9.34	\$258.27
<b>TOTAL OPERATING EXPENSES</b>		12.37	HR	\$4,425.35	\$245.40	\$44.55	\$20.89	\$93.88	\$4,830.07
<b>NET OPERATING PROFIT</b>									(\$3.82)
INTEREST ON OPERATING CAPITAL		(	\$760	@	8.00%	)			\$60.80
INTEREST ON EQUIPMENT INVESTMENT									\$31.90
<b>RETURN TO LAND AND RISK</b>									(\$96.51)

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

BUDGET SUMMARY

GROSS RETURN		\$4,826.25	
VARIABLE OPERATING EXPENSES	\$4,490.79		
RETURN OVER VARIABLE EXPENSES		\$335.46	(GROSS MARGIN)
FIXED EXPENSES	\$93.88		
NET FARM INCOME		\$241.58	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$245.40		
NET OPERATING PROFIT		(\$3.82)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$92.70		
RETURN TO LAND AND RISK		(\$96.51)	

TABLE 13. Midseason yellow onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: January 1 - January 31  
 Harvest Dates: July 1 - July 31

ITEM	PRICE	YIELD							TOTAL
<b>GROSS RETURNS</b>									
MIDSEASON YELLOWS	\$6.47	675.00	SACKS						\$4,367.25
<b>TOTAL</b>									\$4,367.25
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS					TOTAL
SEED	\$110.00	4	LBS	\$440.00					\$440.00
NITROGEN (N)	\$0.36	450	LBS	\$162.00					\$162.00
PHOSPHATE (P205)	\$0.33	180	LBS	\$59.40					\$59.40
HERBICIDE	\$64.72	1	X/ACRE	\$64.72					\$64.72
INSECTICIDE	\$75.87	1	X/ACRE	\$75.87					\$75.87
PUMP WATER*		6	AC. IN.						
CANAL WATER		42	AC. IN.	\$69.00					\$69.00
<b>SUBTOTAL</b>				<b>\$870.98</b>					<b>\$870.98</b>
<b>PREHARVEST OPERATIONS</b>									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		\$0.83	\$1.48	\$0.70	\$2.20	\$5.22
CHISEL	140 HP	0.20	HR		\$1.19	\$2.12	\$1.15	\$3.15	\$7.61
PLOW	140 HP	0.38	HR		\$2.26	\$4.03	\$2.76	\$6.75	\$15.81
DISC (2X)	140 HP	0.28	HR		\$1.67	\$2.97	\$1.41	\$4.40	\$10.44
LASER PLANE (CUSTOM)				\$73.33					\$73.33
FERTILIZE	140 HP	0.05	HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76
DISC & SPRAY	140 HP	0.17	HR		\$1.01	\$1.80	\$1.44	\$3.08	\$7.34
LISTER	140 HP	0.18	HR		\$1.07	\$1.91	\$1.08	\$3.12	\$7.19
PRE-IRRIGATE		0.75	HR		\$4.46	\$0.56	\$0.01	\$2.17	\$7.20
ROD WEEDER	40 HP	0.08	HR		\$0.48	\$0.32	\$0.10	\$1.52	\$2.42
ROLLING CULT	40 HP	0.21	HR		\$1.25	\$0.85	\$0.11	\$0.06	\$2.27
VEG PLANT-SHAPER	140 HP	0.26	HR		\$1.55	\$2.76	\$1.98	\$5.62	\$11.90
CULT & SIDEDRESS (3X)	140 HP	0.99	HR		\$5.89	\$10.50	\$5.92	\$15.81	\$38.11
ROLLING CULT (2X)	40 HP	0.42	HR		\$2.50	\$1.70	\$0.21	\$0.43	\$4.84
HOE (CUSTOM)				\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14	HR		\$0.80	\$0.55	\$0.09	\$0.84	\$2.28
IRRIGATE (11X)		5.50	HR		\$32.73	\$6.12	\$0.15	\$23.84	\$62.84
<b>SUBTOTAL</b>		<b>9.75 HR</b>		<b>\$193.33</b>	<b>\$57.98</b>	<b>\$38.19</b>	<b>\$17.38</b>	<b>\$73.67</b>	<b>\$380.55</b>
<b>HARVEST OPERATIONS</b>									
ONION KNIVES	140 HP	0.27	HR		\$1.61	\$2.86	\$1.53	\$5.45	\$11.45
HARVEST & HAUL (CUSTOM)				\$742.50					\$742.50
BAG RENTAL				\$67.50					\$67.50
FIELD LOAD				\$0.00					\$0.00
PROCESSING				\$1,283					\$1,283
CONTAINER CHARGE				\$270.00					\$270.00
BROKERAGE (CUSTOM)				\$393.05					\$393.05
<b>SUBTOTAL</b>		<b>0.27 HR</b>		<b>\$2,755.55</b>	<b>\$1.61</b>	<b>\$2.86</b>	<b>\$1.53</b>	<b>\$5.45</b>	<b>\$2,767.00</b>
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.40	HR		\$2.37				\$2.37
EMPLOYEE BENEFITS					\$10.73				\$10.73
INSURANCE				\$1.19					\$1.19
LAND TAXES							\$9.34		\$9.34
SUPERVISION AND MANAGEMENT					\$157.52				\$157.52
OTHER EXPENSES				\$69.71					\$69.71
<b>SUBTOTAL</b>		<b>0.40 HR</b>		<b>\$70.91</b>	<b>\$170.61</b>			<b>\$9.34</b>	<b>\$250.86</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>10.41 HR</b>		<b>\$3,890.77</b>	<b>\$230.20</b>	<b>\$41.05</b>	<b>\$18.91</b>	<b>\$88.46</b>	<b>\$4,269.39</b>
<b>NET OPERATING PROFIT</b>									<b>\$97.86</b>
INTEREST ON OPERATING CAPITAL		(	\$727.35	@	8.00%	)			\$58.19
INTEREST ON EQUIPMENT INVESTMENT									\$30.36
<b>RETURN TO LAND AND RISK</b>									<b>\$9.30</b>

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

**BUDGET SUMMARY**

GROSS RETURN		\$4,367.25	
VARIABLE OPERATING EXPENSES	\$3,950.73		
RETURN OVER VARIABLE EXPENSES		\$416.52	(GROSS MARGIN)
FIXED EXPENSES	\$88.46		
NET FARM INCOME		\$328.06	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$230.20		
NET OPERATING PROFIT		\$97.86	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$88.55		
RETURN TO LAND AND RISK		\$9.30	

TABLE 14. Sweet Spanish onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: January 15 - February 15  
 Harvest Dates: August 1 - August 15

ITEM	PRICE	YIELD		PURCHASED INPUTS					TOTAL
GROSS RETURNS									
SWEET SPANISH	\$6.73	825.00	SACKS						\$5,552.25
TOTAL									\$5,552.25
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
SEED	\$100.00	4	LBS	\$400.00					\$400.00
NITROGEN (N)	\$0.36	450	LBS	\$162.00					\$162.00
PHOSPHATE (P2O5)	\$0.33	180	LBS	\$59.40					\$59.40
HERBICIDE	\$64.72	1	X/ACRE	\$64.72					\$64.72
INSECTICIDE	\$75.79	1	X/ACRE	\$75.79					\$75.79
PUMP WATER*		6	AC. IN.						
CANAL WATER		50	AC. IN.	\$79.67					\$79.67
SUBTOTAL				\$841.57					\$841.57
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$0.83	\$1.48	\$0.70	\$2.20	\$5.22	
CHISEL	140 HP	0.20 HR		\$1.19	\$2.12	\$1.15	\$3.15	\$7.61	
PLOW	140 HP	0.38 HR		\$2.26	\$4.03	\$2.76	\$6.75	\$15.81	
DISC (2X)	140 HP	0.28 HR		\$1.67	\$2.97	\$1.41	\$4.40	\$10.44	
LASER PLANE (CUSTOM)			\$73.33					\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76	
DISC & SPRAY	140 HP	0.17 HR		\$1.01	\$1.80	\$1.44	\$3.08	\$7.34	
LISTER	140 HP	0.18 HR		\$1.07	\$1.91	\$1.08	\$3.12	\$7.19	
PRE-IRRIGATE		0.75 HR		\$4.46	\$0.48	\$0.01	\$1.86	\$6.81	
ROD WEEDER	40 HP	0.08 HR		\$0.48	\$0.32	\$0.10	\$1.52	\$2.42	
ROLLING CULT	40 HP	0.21 HR		\$1.25	\$0.85	\$0.11	\$0.21	\$2.42	
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.55	\$2.76	\$1.98	\$5.62	\$11.90	
CULT & SIDEDRESS (3X)	140 HP	0.99 HR		\$5.89	\$10.50	\$5.92	\$15.81	\$38.11	
ROLLING CULT (2X)	40 HP	0.42 HR		\$2.50	\$1.70	\$0.21	\$0.43	\$4.84	
THIN & HOE (CUSTOM)			\$120.00					\$120.00	
ROTO BUCK (9X)	40 HP	0.14 HR		\$0.80	\$0.55	\$0.09	\$0.84	\$2.28	
IRRIGATE (13X)		6.50 HR		\$38.68	\$6.20	\$0.15	\$24.15	\$69.18	
SUBTOTAL		10.75 HR	\$193.33	\$63.93	\$38.19	\$17.38	\$73.82	\$386.65	
HARVEST OPERATIONS									
ONION KNIVES	140 HP	0.27 HR		\$1.61	\$2.86	\$1.53	\$5.45	\$11.45	
HARVEST & HAUL (CUSTOM)			\$907.50					\$907.50	
BAG RENTAL			\$82.50					\$82.50	
FIELD LOAD			\$0.00					\$0.00	
PROCESSING			\$1,568					\$1,568	
CONTAINER CHARGE			\$330.00					\$330.00	
BROKERAGE (CUSTOM)			\$499.70					\$499.70	
SUBTOTAL		0.27 HR	\$3,387.20	\$1.61	\$2.86	\$1.53	\$5.45	\$3,398.65	
OVERHEAD EXPENSES									
DOWNTIME		0.62 HR		\$3.70				\$3.70	
EMPLOYEE BENEFITS				\$11.80				\$11.80	
INSURANCE			\$1.31					\$1.31	
LAND TAXES						\$9.34		\$9.34	
SUPERVISION AND MANAGEMENT				\$158.34				\$158.34	
OTHER EXPENSES			\$69.71					\$69.71	
SUBTOTAL		0.62 HR	\$71.02	\$173.85		\$9.34		\$254.21	
TOTAL OPERATING EXPENSES		11.64 HR	\$4,493.13	\$239.38	\$41.05	\$18.91	\$88.61	\$4,881.09	
NET OPERATING PROFIT								\$671.16	
INTEREST ON OPERATING CAPITAL	(	\$765.28	@	8.00%	)			\$61.22	
INTEREST ON EQUIPMENT INVESTMENT								\$30.36	
RETURN TO LAND AND RISK								\$579.57	

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

BUDGET SUMMARY

GROSS RETURN		\$5,552.25	
VARIABLE OPERATING EXPENSES	\$4,553.09		
RETURN OVER VARIABLE EXPENSES		\$999.16	(GROSS MARGIN)
FIXED EXPENSES	\$88.61		
NET FARM INCOME		\$910.55	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$239.38		
NET OPERATING PROFIT		\$671.16	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$91.59		
RETURN TO LAND AND RISK		\$579.57	

TABLE 15. Green chile, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: March 15 - April 10  
 Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD							TOTAL	
<b>GROSS RETURNS</b>										
GREEN	\$280.00	11.00	TONS						\$3,080.00	
RED	\$0.00	0.00	LBS						\$0.00	
<b>TOTAL</b>									\$3,080.00	
<b>PURCHASED INPUTS</b>										
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS					TOTAL	
SEED	\$18.00	5	LBS	\$90.00					\$90.00	
NITROGEN (N)	\$0.36	300	LBS	\$108.00					\$108.00	
PHOSPHATE (P205)	\$0.33	70	LBS	\$23.10					\$23.10	
HERBICIDE	\$74.10	1	X/ACRE	\$74.10					\$74.10	
INSECTICIDE	\$46.16	1	X/ACRE	\$46.16					\$46.16	
NEMATOCIDE (CUSTOM)	\$45.54	1	X/ACRE	\$45.54					\$45.54	
CROP INSURANCE		600	DOLLARS	\$40.00					\$40.00	
PUMP WATER*		0	AC. IN.							
CANAL WATER		55	AC. IN.	\$86.33					\$86.33	
<b>SUBTOTAL</b>				\$513.23					\$513.23	
<b>PREHARVEST OPERATIONS</b>										
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL		
DISC	140 HP	0.14 HR		\$0.83	\$1.48	\$0.70	\$2.20	\$5.22		
CHISEL	140 HP	0.20 HR		\$1.19	\$2.12	\$1.15	\$3.15	\$7.61		
PLOW	140 HP	0.38 HR		\$2.26	\$4.03	\$2.76	\$6.75	\$15.81		
DISC (2X)	140 HP	0.28 HR		\$1.67	\$2.97	\$1.41	\$4.40	\$10.44		
LASER PLANE (CUSTOM)			\$73.33						\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76		
DISC & SPRAY	140 HP	0.17 HR		\$1.01	\$1.80	\$1.44	\$3.08	\$7.34		
LISTER	140 HP	0.18 HR		\$1.07	\$1.91	\$1.08	\$3.12	\$7.19		
PRE-IRRIGATE		0.75 HR		\$4.46	\$0.00	\$0.00	\$0.00	\$4.46		
ROLLING CULT	40 HP	0.21 HR		\$1.25	\$0.85	\$0.11	\$0.21	\$2.42		
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.55	\$2.76	\$1.98	\$5.62	\$11.90		
ROLLING CULT (2X)	40 HP	0.42 HR		\$2.50	\$1.70	\$0.21	\$0.43	\$4.84		
CULTIVATOR (3X)	40 HP	0.63 HR		\$3.75	\$2.54	\$0.32	\$0.64	\$7.26		
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$3.93	\$7.00	\$3.94	\$10.54	\$25.41		
THINNING (CUSTOM)			\$70.00						\$70.00	
HOEING (CUSTOM)			\$80.00						\$80.00	
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.62	\$0.42	\$0.07	\$0.65	\$1.78		
IRRIGATE (10X)		5.00 HR		\$29.75	\$0.00	\$0.00	\$0.00	\$29.75		
<b>SUBTOTAL</b>		9.44 HR	\$223.33	\$56.14	\$30.11	\$15.44	\$41.48	\$366.50		
<b>HARVEST OPERATIONS</b>										
HARVEST GREEN (CUSTOM)			\$990.00						\$990.00	
HARVEST RED (CUSTOM)			\$0.00						\$0.00	
HAUL (TRAILER) (3X)	40 HP RENTAL	2.40 HR		\$14.28	\$9.69	\$1.73	\$5.73	\$31.43		
FORK LIFT (3X)		1.05 HR		\$10.00				\$16.25		
HAUL (CUSTOM)			\$137.50						\$137.50	
<b>SUBTOTAL</b>		3.45 HR	\$1,137.50	\$20.53	\$9.69	\$1.73	\$5.73	\$1,175.18		
<b>POSTHARVEST OPERATIONS</b>										
SHREDDER	40 HP	0.29 HR		\$1.73	\$1.17	\$0.42	\$0.87	\$4.19		
<b>OVERHEAD EXPENSES</b>										
DOWNTIME		1.86 HR		\$11.04					\$11.04	
EMPLOYEE BENEFITS				\$14.11					\$14.11	
INSURANCE			\$1.57					\$1.57		
LAND TAXES								\$9.34		
SUPERVISION AND MANAGEMENT				\$126.84					\$126.84	
OTHER EXPENSES			\$69.71					\$69.71		
<b>SUBTOTAL</b>		1.86 HR	\$71.28	\$151.99					\$9.34	\$232.62
<b>TOTAL OPERATING EXPENSES</b>		15.03 HR	\$1,945.34	\$230.38	\$40.98	\$17.59	\$57.41	\$2,291.71		
<b>NET OPERATING PROFIT</b>									\$788.29	
INTEREST ON OPERATING CAPITAL		(	\$419.71	@	8.00%	)			\$33.58	
INTEREST ON EQUIPMENT INVESTMENT									\$22.87	
<b>RETURN TO LAND AND RISK</b>									\$731.84	

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

BUDGET SUMMARY

GROSS RETURN		\$3,080.00	
VARIABLE OPERATING EXPENSES	\$2,003.91		
RETURN OVER VARIABLE EXPENSES	\$1,076.09	(GROSS MARGIN)	
FIXED EXPENSES	\$57.41		
NET FARM INCOME	\$1,018.67	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$230.38		
NET OPERATING PROFIT	\$788.29	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$56.45		
RETURN TO LAND AND RISK		\$731.84	



TABLE 16. Red chile, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, 2003.  
 Planting Dates: March 15 - April 10  
 Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
RED	\$0.68	3500.00	LBS						\$2,380.00
TOTAL									\$2,380.00
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
SEED	\$18.00	8	LBS	\$144.00					\$144.00
NITROGEN (N)	\$0.36	250	LBS	\$90.00					\$90.00
PHOSPHATE (P205)	\$0.33	60	LBS	\$19.80					\$19.80
HERBICIDE	\$74.10	1	X/ACRE	\$74.10					\$74.10
INSECTICIDE	\$46.16	1	X/ACRE	\$46.16					\$46.16
NEMATOCIDE (CUSTOM)	\$45.54	1	X/ACRE	\$45.54					\$45.54
CROP INSURANCE		600	DOLLARS	\$40.00					\$40.00
PUMP WATER*		0	AC. IN.						
CANAL WATER		60	AC. IN.	\$93.00					\$93.00
SUBTOTAL				\$552.60					\$552.60
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$0.83	\$1.48	\$0.70	\$2.20	\$5.22	
CHISEL	140 HP	0.20 HR		\$1.19	\$2.12	\$1.15	\$3.15	\$7.61	
PLOW	140 HP	0.38 HR		\$2.26	\$4.03	\$2.76	\$6.75	\$15.81	
DISC (2X)	140 HP	0.28 HR		\$1.67	\$2.97	\$1.41	\$4.40	\$10.44	
LASER PLANE (CUSTOM)			\$73.33					\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76	
DISC & SPRAY	140 HP	0.17 HR		\$1.01	\$1.80	\$1.44	\$3.08	\$7.34	
LISTER	140 HP	0.18 HR		\$1.07	\$1.91	\$1.08	\$3.12	\$7.19	
PRE-IRRIGATE		0.75 HR		\$4.46	\$0.00	\$0.00	\$0.00	\$4.46	
ROLLING CULT	40 HP	0.21 HR		\$1.25	\$0.85	\$0.11	\$0.21	\$2.42	
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.55	\$2.76	\$1.98	\$5.62	\$11.90	
ROLLING CULT (2X)	40 HP	0.42 HR		\$2.50	\$1.70	\$0.21	\$0.43	\$4.84	
CULTIVATOR (3X)	40 HP	0.63 HR		\$3.75	\$2.54	\$0.32	\$0.64	\$7.26	
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$3.93	\$7.00	\$3.94	\$10.54	\$25.41	
THINNING (CUSTOM)			\$70.00					\$70.00	
HOEING (CUSTOM)			\$80.00					\$80.00	
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.62	\$0.42	\$0.07	\$0.65	\$1.78	
IRRIGATE (11X)		5.50 HR		\$32.73	\$0.00	\$0.00	\$0.00	\$32.73	
SUBTOTAL		9.94 HR	\$223.33	\$59.11	\$30.11	\$15.44	\$41.48	\$369.48	
HARVEST OPERATIONS									
HARVEST (CUSTOM)			\$700.00					\$700.00	
HAUL (TRAILER) (3X)	40 HP	0.80 HR		\$4.76	\$3.23	\$0.58	\$1.91	\$10.48	
FORK LIFT (3X)	RENTAL	0.30 HR		\$10.00	\$1.79			\$11.79	
HAUL (CUSTOM)			\$105.00					\$105.00	
SUBTOTAL		1.10 HR	\$815.00	\$6.55	\$3.23	\$0.58	\$1.91	\$827.26	
POSTHARVEST OPERATIONS									
SHREDDER	40 HP	0.29 HR		\$1.73	\$1.17	\$0.42	\$0.87	\$4.19	
OVERHEAD EXPENSES									
DOWNTIME		1.27 HR		\$7.55				\$7.55	
EMPLOYEE BENEFITS				\$12.13				\$12.13	
INSURANCE			\$1.35					\$1.35	
LAND TAXES							\$9.34	\$9.34	
SUPERVISION AND MANAGEMENT				\$127.06				\$127.06	
OTHER EXPENSES			\$69.71					\$69.71	
SUBTOTAL		1.27 HR	\$71.06	\$146.74			\$9.34	\$227.14	
TOTAL OPERATING EXPENSES		12.59 HR	\$1,661.99	\$214.12	\$34.51	\$16.44	\$53.60	\$1,980.66	
NET OPERATING PROFIT								\$399.34	
INTEREST ON OPERATING CAPITAL	(	\$411.89	@	8.00% )				\$32.95	
INTEREST ON EQUIPMENT INVESTMENT								\$20.64	
RETURN TO LAND AND RISK								\$345.75	

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

BUDGET SUMMARY

GROSS RETURN		\$2,380.00	
VARIABLE OPERATING EXPENSES	\$1,712.95		
RETURN OVER VARIABLE EXPENSES		\$667.05	(GROSS MARGIN)
FIXED EXPENSES	\$53.60		
NET FARM INCOME		\$613.46	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$214.12		
NET OPERATING PROFIT		\$399.34	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$53.59		
RETURN TO LAND AND RISK		\$345.75	

TABLE 17. TOMATOES, FLOOD IRRIGATED, BUDGETED PER ACRE COSTS AND RETURNS FOR A FARM WITH ABOVE AVERAGE MANAGEMENT, MESILLA VALLEY, 2003.  
 PLANTING DATES: MARCH 15 - APRIL 15  
 HARVEST DATES: OCTOBER 1 - OCTOBER 30

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
TOMATOES	\$85.00	12.00 TONS							\$1,020.00
TOTAL									\$1,020.00
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL
SEED	\$7.00	2 LBS	\$14.00						\$14.00
ANHYDROUS AMMONIA (NH3)	ERR	200 LBS	ERR						ERR
NITROGEN (N)	\$0.36	30 LBS	\$10.80						\$10.80
PHOSPHATE (P205)	\$0.33	70 LBS	\$23.10						\$23.10
HERBICIDE	\$15.36	1 X/EACH	\$15.36						\$15.36
INSECTICIDE	\$19.20	1 X/EACH	\$19.20						\$19.20
PUMP WATER*		18 AC. IN.							
CANAL WATER		30 AC. IN.	\$53.00						\$53.00
SUBTOTAL			ERR						ERR
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL	
DISC	126 HP	0.14 HR		\$0.83	\$1.89	\$0.70	\$2.23	\$5.66	
CHISEL	126 HP	0.20 HR		\$1.19	\$2.70	\$1.15	\$3.19	\$8.23	
PLOW	126 HP	0.38 HR		\$2.26	\$5.13	\$2.76	\$6.84	\$16.99	
DISC	126 HP	0.14 HR		\$0.83	\$1.89	\$0.70	\$2.23	\$5.66	
LASER PLANE (CUSTOM)			\$73.33					\$73.33	
FERTILIZE	80 HP	0.05 HR		\$0.30	\$0.53	\$0.25	\$0.68	\$1.76	
DISC & SPRAY	126 HP	0.17 HR		\$1.01	\$2.29	\$1.45	\$3.12	\$7.87	
LISTER	126 HP	0.18 HR		\$1.07	\$2.43	\$1.08	\$3.17	\$7.75	
PRE-IRRIGATE		0.75 HR		\$4.46	\$1.67	\$0.04	\$6.50	\$12.68	
ROLLING CULT	40 HP	0.21 HR		\$1.25	\$0.85	\$0.11	\$0.21	\$2.42	
VEG PLANT-SHAPER	80 HP	0.26 HR		\$1.55	\$2.76	\$1.98	\$5.62	\$11.90	
ROLLING CULT (3X)	40 HP	0.63 HR		\$3.75	\$2.54	\$0.32	\$0.64	\$7.26	
CULT & SIDEDRESS	80 HP	0.33 HR		\$1.96	\$3.50	\$1.97	\$5.27	\$12.70	
THINNING (CUSTOM)			\$37.00					\$37.00	
ROTO BUCK (7X)	40 HP	0.35 HR		\$2.08	\$1.41	\$0.24	\$2.18	\$5.92	
IRRIGATE (11X)		5.50 HR		\$32.73	\$18.36	\$0.45	\$71.52	\$123.06	
SUBTOTAL		9.29 HR	\$110.33	\$55.28	\$47.95	\$13.22	\$113.41	\$340.19	
<b>HARVEST OPERATIONS</b>									
HARVEST (CUSTOM)			\$105.00					\$105.00	
HAUL (TRAILER) (3X)	40 HP	7.50 HR		\$44.63	\$30.29	\$5.40	\$17.90	\$98.22	
SUBTOTAL		7.50 HR	\$105.00	\$44.63	\$30.29	\$5.40	\$17.90	\$203.22	
<b>POSTHARVEST OPERATIONS</b>									
SHREDDER	40 HP	0.29 HR		\$1.73	\$1.17	\$0.42	\$0.00	\$3.32	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		2.71 HR		\$16.11				\$16.11	
EMPLOYEE BENEFITS				\$18.29				\$18.29	
INSURANCE			\$2.03					\$2.03	
LAND TAXES						\$9.34		\$9.34	
SUPERVISION AND MANAGEMENT				\$100.36				\$100.36	
OTHER EXPENSES			\$69.71					\$69.71	
SUBTOTAL		2.71 HR	\$71.75	\$134.76			\$9.34	\$215.85	
TOTAL OPERATING EXPENSES		19.79 HR	ERR	\$236.38	\$79.42	\$19.04	\$140.65	ERR	
<b>NET OPERATING PROFIT</b>									
INTEREST ON OPERATING CAPITAL	(	ERR @	8.00% )					ERR	
INTEREST ON EQUIPMENT INVESTMENT								\$0.00	
<b>RETURN TO LAND AND RISK</b>									
								ERR	

\*Pump water costs are shown under irrigation in the preharvest operation section.  
 BUDGET SUMMARY

GROSS RETURN		\$1,020	
VARIABLE OPERATING EXPENSES	ERR		
RETURN OVER VARIABLE EXPENSES		ERR	(GROSS MARGIN)
FIXED EXPENSES	\$140.65		
NET FARM INCOME		ERR	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$236.38		
NET OPERATING PROFIT		ERR	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	ERR		
RETURN TO LAND AND RISK		ERR	

Table 18. Whole farm budget summary, Dona Ana and Sierra Counties, 2002.

GROSS RETURNS		
ALFALFA HAY	160 ACRES	
CROP		\$179,200
PIMA COTTON	17 ACRES	
LINT		\$14,008
SEED		\$1,401
COUNTER CYCLICAL PAYMENT		\$-0
UPLAND COTTON	149 ACRES	
LINT		\$94,913
SEED		\$22,633
DIRECT PAYMENT		\$12,174
COUNTER CYCLICAL PAYMENT		\$15,934
GRAIN SORGHUM	17 ACRES	
CROP		\$2,985
DIRECT PAYMENT		\$425
COUNTER CYCLICAL PAYMENT		\$0
SPRING LETTUCE	10 ACRES	
CROP		\$27,788
FALL LETTUCE	50 ACRES	
CROP		\$161,750
WHEAT	17 ACRES	
CROP		\$7,331
DIRECT PAYMENT		\$813
FALL ONIONS	20 ACRES	
CROP		\$96,525
MIDSEASON YELLOW ONIONS	20 ACRES	
CROP		\$87,345
SWEET SPANISH ONIONS	20 ACRES	
CROP		\$111,045
GREEN CHILE	15 ACRES	
GREEN		\$46,200
RED		\$0
RED CHILE	15 ACRES	
RED		\$35,700
GROSS RETURN		<u>\$918,171</u>
CASH OPERATING EXPENSES		
SEED		\$63,929
FERTILIZER		\$44,721
CHEMICALS		\$46,066
CROP INSURANCE		\$1,400
OTHER PURCHASED INPUTS		\$4,278
CANAL WATER		\$35,912
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$16,759
FUEL-IRRIGATION		\$959
REPAIRS		\$16,732
CUSTOM CHARGES		\$397,778
LAND TAXES		\$4,764
OTHER EXPENSES		\$36,054
TOTAL CASH EXPENSES		<u>\$669,351</u>
RETURN OVER CASH EXPENSES		\$248,819
FIXED EXPENSES		\$42,660
TOTAL EXPENSES		\$712,011
NET FARM INCOME		\$206,160
LABOR AND MANAGEMENT COSTS		\$77,983
NET OPERATING PROFIT		\$128,176
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$11,130
INTEREST ON EQUIPMENT INVESTMENT		\$15,928
TOTAL CAPITAL COSTS		<u>\$27,059</u>
RETURN TO LAND AND RISK		<u>\$101,117</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$3,000 /ACRE	\$41,117	7.56%
\$5,000 /ACRE	\$1,117	4.76%
\$7,000 /ACRE	(38,883)	3.47%
\$9,000 /ACRE	(78,883)	2.73%
\$11,000 /ACRE	(118,883)	2.25%

\* 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)

Table 17. Summary of per acre costs and returns for a 500 acre farm with above average management, Dona Ana and Sierra Counties, 2002.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PIMA COTTON	PICKER COTTON	GRAIN SORGHUM	SPRING LETTUCE	FALL LETTUCE	WHEAT	FALL ONIONS	MIDSEASON YELLOW ONIONS	SWEET SPANISH ONIONS	GREEN CHILE	RED CHILE
		TONS	LBS	LBS	CWT	CARTONS	CARTONS	CWT	SACKS	SACKS	SACKS	TONS/LBS	LBS
PRIMARY YIELD		8.00	1030.00	1,225.00	40.00	475.00	500.00	75.00	825.00	675.00	825.00	11.00	3500.00
PRIMARY PRICE		140.00	0.80	0.52	4.39	0.00	6.47	5.75	5.85	6.47	6.73	280.00	0.68
GOVERNMENT PAYMENTS		0.00	0.00	188.65	25.00	0.00	0.00	47.84	0.00	0.00	0.00	0.00	0.00
SECOND INCOME		0.00	82.40	151.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
GROSS RETURN		\$1,120.00	\$906.40	\$977.55	\$200.60	\$2,778.75	\$3,235.00	\$479.09	\$4,826.25	\$4,367.25	\$5,552.25	\$3,080.00	\$2,380.00
CASH OPERATING EXPENSES													
SEED	\$75.00		\$31.50	\$14.00	\$12.00	\$500.00	\$475.00	\$14.30	\$440.00	\$440.00	\$400.00	\$90.00	\$144.00
FERTILIZER	\$29.70	\$42.30	\$59.70	\$59.70		\$147.75	\$139.50	\$88.50	\$221.40	\$221.40	\$221.40	\$131.10	\$109.80
CHEMICALS	\$26.84	\$14.40	\$33.37	\$98.09	\$55.60	\$111.09	\$250.28	\$22.30	\$98.06	\$140.58	\$140.51	\$165.80	\$165.80
CROP INSURANCE			\$2.94	\$0.34	\$2.94			\$2.94				\$40.00	\$40.00
OTHER PURCHASED INPUTS		\$26.74											
CANAL WATER		\$93.00	\$57.00	\$57.00	\$45.00	\$45.00	\$46.67	\$45.00	\$79.67	\$69.00	\$79.67	\$86.33	\$93.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$18.74	\$15.51	\$49.09	\$49.36	\$13.12	\$26.46	\$28.48	\$9.54	\$37.87	\$34.37	\$34.37	\$40.98	\$34.51
FUEL-IRRIGATION	\$6.68	\$0.00	\$0.00	\$0.00	\$0.00	\$17.81	\$0.00	\$6.68	\$6.68	\$6.68	\$6.68	\$0.00	\$0.00
REPAIRS	\$9.37	\$10.63	\$71.12	\$71.29	\$7.97	\$14.72	\$15.24	\$5.62	\$20.89	\$18.91	\$18.91	\$17.59	\$16.44
CUSTOM CHARGES	\$73.33	\$60.80	\$159.34	\$157.17	\$16.80	\$1,880.36	\$2,046.74	\$40.25	\$3,515.19	\$2,948.88	\$3,580.53	\$1,360.83	\$1,038.33
LAND TAXES		\$9.34	\$9.34	\$9.34	\$9.34	\$9.34	\$9.34	\$9.34	\$9.34	\$9.34	\$9.34	\$9.34	\$9.34
OTHER EXPENSES	\$0.35	\$70.52	\$70.71	\$70.71	\$70.15	\$70.62	\$70.67	\$70.08	\$71.03	\$70.91	\$71.02	\$71.28	\$71.06
TOTAL CASH EXPENSES	\$240.02	\$343.24	\$544.12	\$587.00	\$232.93	\$2,823.15	\$3,081.91	\$314.55	\$4,500.13	\$3,960.08	\$4,562.44	\$2,013.26	\$1,722.29
RETURN OVER CASH EXPENSES	(\$240.02)	\$776.76	\$362.28	\$390.55	(\$32.33)	(\$44.40)	\$153.09	\$164.54	\$326.12	\$407.17	\$989.81	\$1,066.74	\$657.71
FIXED EXPENSES	\$59.40	\$150.03	\$118.81	\$119.18	\$20.55	\$109.19	\$41.14	\$48.84	\$84.54	\$79.11	\$79.27	\$48.07	\$44.25
TOTAL EXPENSES	\$299.42	\$493.26	\$662.93	\$706.17	\$253.48	\$2,932.34	\$3,123.05	\$363.39	\$4,584.67	\$4,039.19	\$4,641.70	\$2,061.33	\$1,766.54
NET FARM INCOME	(\$299.42)	\$626.74	\$243.47	\$271.38	(\$52.88)	(\$153.59)	\$111.95	\$115.70	\$241.58	\$328.06	\$910.55	\$1,018.67	\$613.46
LABOR AND MANAGEMENT COSTS	\$52.31	\$134.29	\$133.60	\$141.47	\$43.65	\$204.81	\$125.68	\$59.58	\$245.40	\$230.20	\$239.38	\$230.38	\$214.12
NET OPERATING PROFIT	(\$351.73)	\$492.45	\$109.87	\$129.90	(\$96.54)	(\$358.40)	(\$13.73)	\$56.12	(\$3.82)	\$97.86	\$671.16	\$788.29	\$399.34
CAPITAL COSTS													
INTEREST ON OPERATING CAPITAL		\$7.27	\$12.63	\$11.64	\$5.16	\$48.51	\$54.28	\$7.63	\$60.80	\$58.19	\$61.22	\$33.58	\$32.95
INTEREST ON EQUIPMENT INVESTMENT		\$24.73	\$46.11	\$46.31	\$9.91	\$37.35	\$18.80	\$17.63	\$31.90	\$30.36	\$30.36	\$22.87	\$20.64
TOTAL CAPITAL COSTS	\$0.00	\$32.00	\$58.74	\$57.95	\$15.07	\$85.86	\$73.08	\$25.25	\$92.70	\$88.55	\$91.59	\$56.45	\$53.59
RETURN TO LAND AND RISK	(\$351.73)	\$460.45	\$51.13	\$71.95	(\$111.60)	(\$444.26)	(\$86.81)	\$30.87	(\$96.51)	\$9.30	\$579.57	\$731.84	\$345.75