

TABLE 1. Basic cost information for Lea County, 2003.

Item			
Labor Wage Rate:			
Equipment operators		\$/hour	\$7.55
General & Irrigators		\$/hour	\$6.75
Purchased Inputs:			
Fertilizer:			
Nitrogen (N)		\$/pound	\$0.36
Phosphate (P205)		\$/pound	\$0.33
Seed:			
Wheat		\$/pound	\$0.13
Grain Sorghum		\$/pound	\$1.20
Fuel:			
Diesel fuel		\$/gallon	\$1.30
Gasoline		\$/gallon	\$1.35
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	7.00%
Equipment Interest Rate		percent	8.00%
Real Interest Rate		percent	4.00%
Land Taxes	\$40.00	/acre (full value)	\$0.29
Personal Property Tax Rate - NR		\$/ \$1,000 (Assessed Value)	\$21.61
	- R		\$19.62
Supervision Factor		\$/labor hour	\$0.50
Management Rate		percent	7.00%

TABLE 1a. Overhead cost information for Lea County, 2003.

ITEM			
Electricity (Domestic & Shop)		\$210.00 per month	\$2,520
Telephone		\$115.00 per month	\$1,380
Accounting & Legal			\$1,550
Misc. Supplies & Hand Tools			\$2,330
Pickup and Auto			
miles	31,000	@ \$0.365 per mile	\$11,315
Insurance			
- general liability (non-employee)			\$1,625
- fire/theft			\$1,290
Property Taxes			
- non-planted land			\$12
- other than land & machinery			\$955
Building repairs and maintenance			\$1,235
Dues, fees, publications			\$370
Farmstead Equipment			\$160
		Total	\$24,741
		Total per planted acre	\$15.86

TABLE 2. Equipment summary for a 1600 acre dryland farm with above average management, Lea County, 2003.

EQUIPMENT		VARIABLE COSTS						FIXED COSTS		
ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	FUEL, OIL LUBRICANT	REPAIR	FUEL, OIL PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HOUR
TRACTOR 226 HP	344	1	\$70,435	\$5,792	\$1,490	\$16.85	\$4.33	\$9,628	\$520	\$29.52
TRUCK 2-TON	218	1	\$22,000	\$1,804	\$1,759	\$8.26	\$8.05	\$4,400	\$158	\$20.87
COMBINE 145 HP	218	1	\$38,150	\$2,371	\$5,392	\$10.86	\$24.69	\$7,600	\$411	\$36.68
GRAIN HEAD 22 FT	218	1	\$3,100		\$513		\$2.35	\$501	\$27	\$2.42
CULTIVATOR 12-ROW	78	1	\$5,000		\$236		\$3.05	\$667	\$36	\$9.06
CHISEL 40 FT	91	1	\$6,750		\$350		\$3.85	\$900	\$49	\$10.43
SPRAYER 12-ROW	45	1	\$2,250		\$199		\$4.41	\$300	\$16	\$6.99
PLANTER 12-ROW	52	1	\$8,500		\$861		\$16.66	\$1,700	\$61	\$34.08
DRILL 40 FT	46	1	\$7,750		\$645		\$14.11	\$1,550	\$56	\$35.14
FERT SPREADER DEALER FURN	78	1								
			\$163,935	\$9,967	\$11,445			\$27,247	\$1,334	

TABLE 3. Wheat, dryland, budgeted per acre costs and returns for a 1600 acre farm with above average management, Lea County, 2003.

Planting dates: August 15 - September 30

Harvest dates: June 15 - July 5

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
WHEAT	\$3.45	10.00	BUSHEL	\$34.50
DIRECT PAYMENT	\$0.52	20.00	BUSHEL	\$10.40
COUNTER CYCLICAL PAYMENT	\$0.00			\$0.00
TOTAL				\$44.90

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	TOTAL
SEED	\$0.13	30 LBS	\$3.90	\$3.90
NITROGEN (N)	\$0.36	16 LBS	\$5.76	\$5.76
PHOSPHATE (P205)	\$0.33	20 LBS	\$6.60	\$6.60
INSECTICIDE	\$16.99	1 X/ACRE	\$16.99	\$16.99
CROP INSURANCE	\$0.05		\$0.05	\$0.05
SUBTOTAL			\$33.30	\$33.30

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
CHISEL	225 HP	0.05 HR		\$0.38	\$0.84	\$0.41	\$2.00	\$3.63
DRILL	225 HP	0.05 HR		\$0.38	\$0.84	\$0.92	\$3.23	\$5.37
FERT SPREADER	225 HP	0.05 HR		\$0.38	\$0.84	\$0.22	\$1.48	\$2.91
SUBTOTAL		0.15 HR	0.00	1.13	2.53	1.55	6.71	11.91

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
COMBINE		0.14 HR		\$1.06	\$1.52	\$3.56	\$5.47	\$11.61
HAUL	2 TON	0.14 HR		\$1.06	\$1.16	\$0.96	\$2.92	\$6.10
SUBTOTAL		0.28 HR	\$0.00	\$2.11	\$2.68	\$4.52	\$8.40	\$17.71

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.11 HR		\$0.81				\$0.81
EMPLOYEE BENEFITS			\$0.58				\$0.58
INSURANCE			\$0.06				\$0.06
LAND TAXES						\$0.29	\$0.29
SUPERVISION AND MANAGEMENT			\$6.05				\$6.05
OTHER EXPENSES			\$15.86				\$15.86
SUBTOTAL	0.11 HR	\$15.92	\$7.44			\$0.29	\$23.65

TOTAL OPERATING EXPENSES	0.54 HR	\$49.23	\$10.69	\$5.20	\$6.07	\$15.39	\$86.57
---------------------------------	---------	---------	---------	--------	--------	---------	---------

NET OPERATING PROFIT							(\$41.67)
-----------------------------	--	--	--	--	--	--	-----------

INTEREST ON OPERATING CAPITAL	(\$18.27	@	8.00%)		\$1.46
INTEREST ON EQUIPMENT INVESTMENT							\$7.74

RETURN TO LAND AND RISK							(\$50.88)
--------------------------------	--	--	--	--	--	--	-----------

BUDGET SUMMARY

GROSS RETURN	\$44.90		
VARIABLE OPERATING EXPENSES	\$60.50		
RETURN OVER VARIABLE EXPENSES	(\$15.60)	(GROSS MARGIN)	
FIXED EXPENSES	\$15.39		
NET FARM INCOME	(\$30.99)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$10.69		
NET OPERATING PROFIT	(\$41.67)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$9.20		
RETURN TO LAND AND RISK	(\$50.88)		

TABLE 4. Grain sorghum, dryland, budgeted per acre costs and returns for a 1,600 acre farm with above average management, Lea County, 2003.
 Planting dates: May 15 - June 10
 Harvest dates: October 15 - November 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
GRAIN SORGHUM	\$4.39	12.00 CWT	\$52.68
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT	\$0.00
DIRECT PAYMENT	\$0.625	12.00 CWT	\$7.50
TOTAL			\$60.18

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	TOTAL
SEED	\$1.20	3 LBS	\$3.60	\$3.60
NITROGEN (N)	\$0.36	16 LBS	\$5.76	\$5.76
PHOSPHATE (P205)	\$0.33	20 LBS	\$6.60	\$6.60
HERBICIDE	\$18.82	1 X/ACRE	\$18.82	\$18.82
CROP INSURANCE	\$0.08		\$0.08	\$0.08
SUBTOTAL			\$34.85	\$34.85

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
FERT SPREADER	225 HP	0.05 HR		\$0.38	\$0.84	\$0.22	\$1.48	\$2.91
CHISEL & SPRAY	225 HP	0.07 HR		\$0.53	\$1.18	\$0.88	\$3.29	\$5.87
PLANTER	225 HP	0.08 HR		\$0.60	\$1.35	\$1.68	\$5.09	\$8.72
CULTIVATOR (2X)	225 HP	0.12 HR		\$0.91	\$2.02	\$0.89	\$4.63	\$8.44
SUBTOTAL		0.32 HR		2.42	5.39	3.66	14.48	25.95

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
COMBINE		0.14 HR		\$1.06	\$1.52	\$3.89	\$5.47	\$11.94
HAUL	2 TON	0.14 HR		\$1.06	\$1.16	\$1.09	\$2.92	\$6.23
SUBTOTAL		0.28 HR		\$2.11	\$2.68	\$4.98	\$8.40	\$18.17

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & OIL	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.15 HR		\$1.13				\$1.13
EMPLOYEE BENEFITS			\$0.82				\$0.82
INSURANCE			\$0.09				\$0.09
LAND TAXES						\$0.29	\$0.29
SUPERVISION AND MANAGEMENT			\$8.26				\$8.26
OTHER EXPENSES			\$15.86				\$15.86
SUBTOTAL	0.15 HR		\$15.95	\$10.21		\$0.29	\$26.45

TOTAL OPERATING EXPENSES	0.75 HR		\$50.80	\$14.74	\$8.07	\$8.64	\$23.16	\$105.42
---------------------------------	---------	--	---------	---------	--------	--------	---------	----------

NET OPERATING PROFIT								(\$45.24)
-----------------------------	--	--	--	--	--	--	--	------------------

INTEREST ON OPERATING CAPITAL	(\$20.33	@	8.00%)			\$1.63
INTEREST ON EQUIPMENT INVESTMENT								\$11.99

RETURN TO LAND AND RISK								(\$58.85)
--------------------------------	--	--	--	--	--	--	--	------------------

BUDGET SUMMARY

GROSS RETURN		\$60.18	
VARIABLE OPERATING EXPENSES	\$67.51		
RETURN OVER VARIABLE EXPENSES		(\$7.33)	(GROSS MARGIN)
FIXED EXPENSES	\$23.16		
NET FARM INCOME		(\$30.50)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$14.74		
NET OPERATING PROFIT		(\$45.24)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$13.61		
RETURN TO LAND AND RISK		(\$58.85)	

TABLE 5. Summary of per acre costs and returns for a 1,600 acre farm with above average management, Lea County, 2002.

	GRAIN	
	WHEAT	SORGHUM
	-----DRYLAND-----	
	BU	CWT
PRIMARY YIELD	10.00	12.00
PRIMARY PRICE	3.45	4.39
GOVERNMENT PAYMENTS	10.40	7.50
SECOND INCOME	0.00	0.00
GROSS RETURN	\$44.90	\$60.18
VARIABLE OPERATING EXPENSES		
SEED	\$3.90	\$3.60
FERTILIZER	\$12.36	\$12.36
CHEMICALS	\$16.99	\$18.82
CROP INSURANCE	\$0.05	\$0.08
OTHER PURCHASED INPUTS		
CANAL WATER		
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$5.20	\$8.07
FUEL-IRRIGATION		
REPAIRS	\$6.07	\$8.64
CUSTOM CHARGES	\$0.00	\$0.00
LAND TAXES	\$0.29	\$0.29
OTHER EXPENSES	\$15.92	\$15.95
TOTAL VARIABLE EXPENSES	\$60.78	\$67.80
RETURN OVER VARIABLE EXPENSES	(\$15.88)	(\$7.62)
FIXED EXPENSES	\$15.10	\$22.88
TOTAL EXPENSES	\$75.89	\$90.68
RETURNS TO CAPITAL, LABOR, LAND & RISK	(\$30.99)	(\$30.50)
LABOR AND MANAGEMENT COSTS	\$10.69	\$14.74
RETURNS TO CAPITAL, LAND & RISK	(\$41.67)	(\$45.24)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL	\$1.46	\$1.63
INTEREST ON EQUIPMENT INVESTMENT	\$7.74	\$11.99
TOTAL CAPITAL COSTS	\$9.20	\$13.61
RETURN TO LAND AND RISK	(\$50.88)	(\$58.85)

TABLE 6. Whole farm summary, Lea County, 2002.

GROSS RETURNS		
WHEAT	914 ACRES	
CROP		\$31,533
DIRECT PAYMENT		\$7,072
COUNTER CYCLICAL PAYMENT		\$0
GRAIN SORGHUM	646 ACRES	
CROP		\$34,031
DIRECT PAYMENT		\$4,845
GROSS RETURN		\$77,481
VARIABLE OPERATING EXPENSES		
SEED		\$5,890
FERTILIZER		\$19,282
CHEMICALS		\$27,680
CROP INSURANCE		\$100
OTHER PURCHASED INPUTS		\$0
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$9,967
FUEL-IRRIGATION		\$0
REPAIRS		\$11,129
CUSTOM CHARGES		\$0
LAND TAXES		\$449
OTHER EXPENSES		\$24,859
TOTAL VARIABLE EXPENSES		\$99,356
RETURN OVER VARIABLE EXPENSES		(\$21,875)
FIXED EXPENSES		\$28,581
TOTAL EXPENSES		\$127,937
NET FARM INCOME		(\$50,456)
LABOR AND MANAGEMENT COSTS		\$19,291
NET OPERATING PROFIT		(\$69,747)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$2,386
INTEREST ON EQUIPMENT INVESTMENT		\$14,818
TOTAL CAPITAL COSTS		\$17,204
RETURN TO LAND AND RISK		(\$86,951)

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$150 /ACRE	(\$96,551)	-17.27%
\$200 /ACRE	(\$99,751)	-14.41%
\$250 /ACRE	(\$102,951)	-12.37%
\$300 /ACRE	(\$106,151)	-10.83%
\$350 /ACRE	(\$109,351)	-9.63%

* 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)