

TABLE 1. Basic cost information for the Deming area, 2003.

Item			
Labor Wage Rate:		\$/hour	\$7.55
Purchased Inputs:			
Fertilizer:			
	Nitrogen (N)	\$/pound	\$0.36
	Phosphate (P205)	\$/pound	\$0.33
	Anhydrous Ammonia (NH3)	\$/ton	\$310.00
Seed:			
	Wheat	\$/pound	\$0.13
	Chile		
	green	\$/pound	\$18.00
	red	\$/pound	\$18.00
	Grain Sorghum	\$/pound	\$1.20
	Cotton	\$/pound	\$0.56
	Lettuce		
	spring	\$/pound	\$110.00
	fall	\$/pound	\$118.75
Energy:			
	Natural gas (Gas Co. of NM)	\$/MCF	\$3.28
	Diesel fuel	\$/gallon	\$1.30
	Gasoline	\$/gallon	\$1.35
	Electricity (Columbus)	cents/KwHr	7.64
	LP Gas	\$/gallon	\$0.80
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	\$223.00	/acre (full value)	\$1.73
Personal Property Tax Rate - NR	\$/ \$1,000	(Assessed Value)	\$23.31
	- R		\$18.07
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 Deming area, 2003.

ITEM			
Electricity (Domestic & Shop)		\$215.00 per month	\$2,580
Telephone		\$145.00 per month	\$1,740
Accounting & Legal			\$15,275
Misc. Supplies & Hand Tools			\$2,400
Pickup and Auto			
miles	20,600	@ \$0.365 per mile	\$7,519
Insurance			
	- general liability (non-employee)		\$1,675
	- fire/theft		\$1,330
Property Taxes			
	- non-planted land		\$36
	- other than land & machinery		\$630
Building repairs and maintenance			\$1,270
Dues, fees, publications			\$370
Farmstead Equipment			\$1,645
		Total	\$36,470
		Total Per Planted Acre	\$56.98

TABLE 2. Pumping costs and data for irrigation wells, Deming area,
Luna County, 2002.

INPUT DATA

		DEPTH CHARACTERISTICS:	
		STATIC... ..	140
		DRAW DOWN	60
		TOTAL HEAD.....	200
		CASING... ..	225
GALLONS PER MINUTE (GPM)...	600		
WORK HORSEPOWER	30		
EFFICIENCY FACTOR:			
ELECTRICITY.... ..	0.501		
NATURAL GAS... ..	0.098		
LP GAS..... ..	0.098		
DIESEL..... ..	0.102		
FUEL COST PER UNIT:			
ELECTRICITY.... ..	7.64	CENTS/K	wHr
NATURAL GAS... ..	\$3.28	\$/MCF	
LP GAS..... ..	\$0.80	\$/GAL	
DIESEL..... ..	\$1.30	\$/GAL	

FUEL PUMPING COSTS:

ELECTRIC WELL:	
COST PER HOUR.....\$	\$3.48
COST PER ACRE INCH.....\$	\$2.62
NATURAL GAS WELL:	
COST PER HOUR.....\$	\$2.86
COST PER ACRE INCH.....\$	\$2.16
LP GAS WELL:	
COST PER HOUR.....\$	\$6.88
COST PER ACRE INCH.....\$	\$5.19
DIESEL WELL:	
COST PER HOUR.....\$	\$6.97
COST PER ACRE INCH.....\$	\$5.26

TABLE 3. Equipment summary for a 640 acre, flood-irrigated farm with above average management, Deming area, Luna County, 2003.

EQUIPMENT		VARIABLE COSTS						FIXED COSTS		
ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	FUEL AND LUBRICANT	REPAIR	FUEL, LUBE PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HOUR
TRACTOR 80 HP	433	1	\$5,680	\$3,496	\$1,498	\$8.08	\$3.46	\$424	\$66	\$1.13
TRACTOR 140 HP	387	1	\$19,060	\$4,104	\$3,002	\$10.60	\$7.76	\$2,096	\$204	\$5.94
TRACTOR 185 HP	511	1	\$40,700	\$7,160	\$3,217	\$14.01	\$6.29	\$5,995	\$349	\$12.41
COTTON PICKER 2 ROW	432	1	\$11,720	\$3,528	\$1,750	\$8.16	\$4.05	\$5,960	\$347	\$14.60
PICKUP 3/4 TON	360	1	\$11,000	\$3,062	\$1,719	\$8.51	\$4.78	\$2,200	\$85	\$2.54
PICKUP HALF TON	349	2	\$26,000	\$2,964	\$0	\$8.51	\$0.00	\$5,200	\$202	\$6.20
GOOSENECK TRAILER	360	1	\$2,500		\$0		\$0.00	\$333	\$19	\$0.98
SHREDDER 4 ROW	85	1	\$2,500		\$172		\$2.03	\$333	\$19	\$4.15
ROLLING CULT 6 ROW	81	1	\$3,000		\$146		\$1.80	\$400	\$23	\$5.24
CULTIVATOR 6 ROW	245	1	\$2,500		\$0		\$0.00	\$333	\$19	\$1.44
VEG PLANTER 4 ROW	13	1	\$1,500		\$20		\$1.53	\$300	\$12	\$23.97
SIDEDRESSER	33	1	\$750		\$31		\$0.95	\$100	\$6	\$3.21
DISC 14 FT.	236	1	\$3,000		\$392		\$1.66	\$400	\$23	\$1.79
ROTO BUCK	98	1	\$1,000		\$50		\$0.51	\$133	\$8	\$1.45
PLOW 4-14	275	1	\$4,000		\$618		\$2.25	\$533	\$31	\$2.06
ONION KNIVES	8	1	\$750		\$6		\$0.75	\$100	\$6	\$13.07
LISTER 6 ROW	82	1	\$2,150		\$105		\$1.29	\$287	\$17	\$3.72
DRILL 13 FT	12	1	\$2,150		\$20		\$1.63	\$430	\$17	\$36.50
PLANTER 6 ROW	89	1	\$4,250		\$950		\$10.71	\$850	\$33	\$9.95
SPRAYER 16 FT	73	1	\$1,400		\$233		\$3.18	\$187	\$11	\$2.69
DRAG 8-24 FT.	96	1	\$250		\$12		\$0.13	\$33	\$2	\$0.37
COTTON TRAILER 8 BALE	349	7	\$8,400		\$125		\$0.36	\$1,120	\$65	\$3.40
FERT SPREADER DLR FURN	32									
ELECTRIC WELL	14,683	9	\$200,813	\$51,080	\$1,432	\$3.48	\$0.10	\$16,065	\$1,560	\$1.20
			\$355,073	\$75,395	\$15,499			\$43,813	\$3,126	

TABLE 4. Wheat, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2003.
 Planting dates: January 1 - February 10
 Harvest dates: June 15 - July 15

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
WHEAT	\$5.75	30.00	CWT						\$172.50
DIRECT PAYMENT	\$0.867	30.00	CWT						\$26.01
COUNTER CYCLICAL PAYMENT	\$0.00								\$0.00
TOTAL								\$198.51	
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS					TOTAL
SEED	\$0.13	100	LBS	\$13.00					\$13.00
ANHYDROUS AMMONIA (NH3)	\$0.1550	250	LBS	\$38.75					\$38.75
NITROGEN (N)	\$0.36	30	LBS	\$10.80					\$10.80
PHOSPHATE (P2O5)	\$0.33	80	LBS	\$26.40					\$26.40
PUMP WATER*		20	ACRE IN.						
CROP INSURANCE	\$0.74			\$0.74					\$0.74
SUBTOTAL								\$89.69	
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.28	HR		\$2.11	\$3.92	\$2.23	\$3.98	\$12.24
LISTER	140 HP	0.12	HR		\$0.91	\$1.27	\$1.09	\$1.16	\$4.42
FERTILIZE	140 HP	0.05	HR		\$0.38	\$0.53	\$0.39	\$0.30	\$1.59
DRILL	140 HP	0.18	HR		\$1.36	\$1.91	\$1.69	\$7.64	\$12.60
IRRIGATE (4X)		2.00	HR		\$15.10	\$52.48	\$1.47	\$18.11	\$87.16
SUBTOTAL								\$118.01	
HARVEST OPERATIONS									
COMBINE (CUSTOM)					\$26.00				\$26.00
HAUL (CUSTOM)					\$5.70				\$5.70
SUBTOTAL								\$31.70	
OVERHEAD EXPENSES									
DOWNTIME		0.16	HR		\$1.19				\$1.19
EMPLOYEE BENEFITS					\$3.57				\$3.57
INSURANCE					\$0.40				\$0.40
LAND TAXES								\$1.73	\$1.73
SUPERVISION AND MANAGEMENT					\$16.21				\$16.21
OTHER EXPENSES					\$56.98				\$56.98
SUBTOTAL								\$80.09	
TOTAL OPERATING EXPENSES								\$319.49	
NET OPERATING PROFIT								(\$120.98)	
INTEREST ON OPERATING CAPITAL	(	\$64.23	@	8.00%	)				\$5.14
INTEREST ON EQUIPMENT INVESTMENT								\$8.77	
RETURN TO LAND AND RISK								(\$134.88)	

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

BUDGET SUMMARY

GROSS RETURN		\$198.51	
VARIABLE OPERATING EXPENSES	\$245.74		
RETURN OVER VARIABLE EXPENSES		(\$47.23)	(GROSS MARGIN)
FIXED EXPENSES	\$32.91		
NET FARM INCOME		(\$80.15)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$40.83		
NET OPERATING PROFIT		(\$120.98)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$13.90		
RETURN TO LAND AND RISK		(\$134.88)	

TABLE 5. Grain sorghum, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2003.
 Planting dates: May 10 - July 10
 Harvest dates: October 15 - November 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
GRAIN SORGHUM	\$4.39	62.00	CWT					\$272.18	
DIRECT PAYMENT	\$0.625	62.00	CWT					\$38.75	
COUNTER CYCLICAL PAYMENT	\$0.00	0.00	CWT					\$0.00	
TOTAL								\$310.93	
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL
SEED	\$1.20	8	LBS	\$9.60					\$9.60
ANHYDROUS AMMONIA (NH3)	\$0.1550	200	LBS	\$31.00					\$31.00
NITROGEN (N)	\$0.36	30	LBS	\$10.80					\$10.80
PHOSPHATE (P2O5)	\$0.33	70	LBS	\$23.10					\$23.10
HERBICIDE	\$15.54	1	ACRE	\$15.54					\$15.54
INSECTICIDE (AERIAL)	\$18.95	1	ACRE	\$18.95					\$18.95
INSECTICIDE	\$11.16	1	DOLLARS	\$11.16					\$11.16
PUMP WATER*		30	AC. IN.						
CROP INSURANCE	\$0.53			\$0.53					\$0.53
SUBTOTAL				\$120.69					\$120.69
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	185 HP	0.14 HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12	
PLOW	185 HP	0.48 HR		\$3.62	\$6.73	\$4.10	\$6.95	\$21.40	
DISC	185 HP	0.14 HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12	
DRAG	80 HP	0.20 HR		\$1.51	\$1.62	\$0.72	\$0.30	\$4.14	
LISTER & SPRAY	140 HP	0.13 HR		\$0.98	\$1.38	\$1.59	\$1.61	\$5.55	
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.53	\$0.39	\$0.30	\$1.59	
PRE-IRRIGATE		0.75 HR		\$5.66	\$13.12	\$0.37	\$4.53	\$23.68	
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54	
PLANTER	140 HP	0.17 HR		\$1.28	\$1.80	\$3.14	\$2.70	\$8.93	
CULTIVATOR (2X)	80 HP	0.26 HR		\$1.96	\$2.10	\$0.90	\$0.67	\$5.63	
ROTO BUCK (6X)	140 HP	0.18 HR		\$1.36	\$1.91	\$1.49	\$1.33	\$6.08	
IRRIGATE (5X)		2.50 HR		\$18.88	\$65.60	\$1.84	\$22.64	\$108.95	
SUBTOTAL		5.13 HR		\$38.73	\$99.76	\$17.44	\$45.82	\$201.74	
HARVEST OPERATIONS									
COMBINE (CUSTOM)				\$15.00					\$15.00
HAUL (CUSTOM)				\$11.78					\$11.78
SUBTOTAL		0.00 HR		\$26.78	\$0.00	\$0.00	\$0.00	\$26.78	
POST HARVEST OPERATIONS									
SHREDDER	126 HP	0.14 HR		\$1.06	\$1.48	\$1.37	\$1.41	\$5.32	
OVERHEAD EXPENSES									
DOWNTIME		0.51 HR		\$3.81					\$3.81
EMPLOYEE BENEFITS				\$7.16					\$7.16
INSURANCE				\$0.80					\$0.80
LAND TAXES							\$1.73	\$1.73	
SUPERVISION AND MANAGEMENT				\$26.03					\$26.03
OTHER EXPENSES				\$56.98					\$56.98
SUBTOTAL		0.51 HR		\$57.78	\$37.00		\$1.73	\$96.51	
TOTAL OPERATING EXPENSES		5.78 HR		\$205.25	\$76.79	\$101.24	\$18.81	\$48.96	
NET OPERATING PROFIT								(\$140.11)	
INTEREST ON OPERATING CAPITAL	(\$92.59	@	8.00%					\$7.41
INTEREST ON EQUIPMENT INVESTMENT								\$15.74	
RETURN TO LAND AND RISK								(\$163.26)	

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

BUDGET SUMMARY

GROSS RETURN		\$310.93	
VARIABLE OPERATING EXPENSES	\$325.30		
RETURN OVER VARIABLE EXPENSES		(\$14.37)	(GROSS MARGIN)
FIXED EXPENSES	\$48.96		
NET FARM INCOME		(\$63.33)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$76.79		
NET OPERATING PROFIT		(\$140.11)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$23.14		
RETURN TO LAND AND RISK		(\$163.26)	

TABLE 6. Upland cotton (picker), flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2003.
 Planting dates: April 1 - May 15
 Harvest dates: October 1 - December 20

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
LINT	\$0.520	1080 LBS						\$561.60
SEED	\$0.08	1,728 LBS						\$129.60
DIRECT PAYMENT	\$0.0667	750 LBS						\$50.03
COUNTER CYCLICAL PAYMENT	\$0.0873	0 LBS						\$0.00
TOTAL							\$741.23	
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
SEED	\$0.56	18 LBS	\$10.08					\$10.08
ANHYDROUS AMMONIA (NH3)	\$0.1550	150 LBS	\$23.25					\$23.25
NITROGEN (N)	\$0.36	30 LBS	\$10.80					\$10.80
PHOSPHATE (P2O5)	\$0.33	80 LBS	\$26.40					\$26.40
HERBICIDE	\$15.54	1 ACRE	\$15.54					\$15.54
INSECTICIDE	\$11.16	1 ACRE	\$11.16					\$11.16
CROP INSURANCE	\$0.18	FCIC	\$0.18					\$0.18
PUMP WATER*		26 AC. IN.						
SUBTOTAL			\$97.41					\$97.41
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.28 HR		\$2.11	\$3.92	\$2.23	\$3.98	\$12.24
PLOW	185 HP	0.48 HR		\$3.62	\$6.73	\$4.10	\$6.95	\$21.40
DISC	185 HP	0.14 HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12
DRAG (2X)	80 HP	0.20 HR		\$1.51	\$1.62	\$0.72	\$0.30	\$4.14
LISTER & SPRAY	140 HP	0.13 HR		\$0.98	\$1.38	\$1.59	\$1.61	\$5.55
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.53	\$0.39	\$0.30	\$1.59
PRE-IRRIGATE		0.75 HR		\$5.66	\$13.65	\$0.38	\$4.71	\$24.40
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54
PLANTER	140 HP	0.17 HR		\$1.28	\$1.80	\$3.14	\$2.70	\$8.93
CULTIVATOR (3X)	80 HP	0.39 HR		\$2.94	\$3.15	\$1.35	\$1.00	\$8.45
HAND HOE (CUSTOM) (2X)			\$50.00					\$50.00
ROTO BUCK (5X)	140 HP	0.15 HR		\$1.13	\$1.59	\$1.24	\$1.11	\$5.07
IRRIGATE (4X)		2.00 HR		\$15.10	\$54.58	\$1.53	\$18.83	\$90.04
SUBTOTAL		4.87 HR	\$50.00	\$36.77	\$91.95	\$18.46	\$44.29	\$241.48
HARVEST OPERATIONS								
COTTON PICKER (2X)	2 ROW	1.24 HR		\$9.36	\$10.12	\$5.02	\$18.10	\$42.61
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$7.55	\$8.51	\$0.36	\$9.60	\$26.02
GIN COTTON (CUSTOM)			\$200.45					\$200.45
SUBTOTAL		2.24 HR	\$200.45	\$16.91	\$18.63	\$5.38	\$27.70	\$269.07
POSTHARVEST OPERATIONS								
SHREDDER	126 HP	0.14 HR		\$1.06	\$1.48	\$1.37	\$1.41	\$5.32
OVERHEAD EXPENSES								
DOWNTIME		1.03 HR		\$7.80				\$7.80
EMPLOYEE BENEFITS				\$9.85				\$9.85
INSURANCE			\$1.09					\$1.09
LAND TAXES						\$1.73		\$1.73
SUPERVISION AND MANAGEMENT				\$56.89				\$56.89
OTHER EXPENSES			\$56.98					\$56.98
SUBTOTAL		1.03 HR	\$58.08	\$74.53			\$1.73	\$134.35
TOTAL OPERATING EXPENSES		8.28 HR	\$405.94	\$129.27	\$112.07	\$25.21	\$75.14	\$747.63
NET OPERATING PROFIT								(\$6.40)
INTEREST ON OPERATING CAPITAL	(	\$95.73	@	8.00%	)			\$7.66
INTEREST ON EQUIPMENT INVESTMENT								\$30.14
RETURN TO LAND AND RISK								(\$44.20)

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

BUDGET SUMMARY

GROSS RETURN		\$741.23	
VARIABLE OPERATING EXPENSES	\$543.22		
RETURN OVER VARIABLE EXPENSES		\$198.01	(GROSS MARGIN)
FIXED EXPENSES	\$75.14		
NET FARM INCOME		\$122.87	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$129.27		
NET OPERATING PROFIT		(\$6.40)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$37.80		
RETURN TO LAND AND RISK		(\$44.20)	

TABLE 7. Green chile, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2003.
 Planting dates: March 15 - May 1
 Harvesting dates: August 15 - September 15

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
GREEN CHILE	\$280.00	11.00	TONS						\$3,080.00
RED CHILE	\$0.00	0.00	LBS						\$0.00
TOTAL									\$3,080.00
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS					TOTAL
SEED	\$18.00	4	LBS	\$72.00					\$72.00
ANHYDROUS AMMONIA (NH3)	\$0.1550	300	LBS	\$46.50					\$46.50
NITROGEN (N)	\$0.36	60	LBS	\$21.60					\$21.60
PHOSPHATE (P2O5)	\$0.33	150	LBS	\$49.50					\$49.50
HERBICIDE	\$15.54	1	ACRE	\$15.54					\$15.54
INSECTICIDE	\$15.54	1	ACRE	\$15.54					\$15.54
CROP INSURANCE	\$72.58	1	DOLLARS	\$72.58					\$72.58
PUMP WATER*		54	AC. IN.						
SUBTOTAL				\$293.25					\$293.25
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14	HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12
PLOW	185 HP	0.48	HR		\$3.62	\$6.73	\$4.10	\$6.95	\$21.40
DISC	185 HP	0.14	HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12
LASER (CUSTOM)				\$73.33					\$73.33
LISTER & SPRAY	140 HP	0.13	HR		\$0.98	\$1.38	\$1.59	\$1.61	\$5.55
FERTILIZE	140 HP	0.05	HR		\$0.38	\$0.53	\$0.39	\$0.30	\$1.59
PRE-IRRIGATE		0.75	HR		\$5.66	\$9.45	\$0.26	\$3.26	\$18.63
ROLLING CULT	80 HP	0.13	HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54
PLANTER	140 HP	0.17	HR		\$1.28	\$1.80	\$3.14	\$2.70	\$8.93
CULTIVATOR (5X)	80 HP	0.65	HR		\$4.91	\$5.25	\$2.25	\$1.67	\$14.08
THIN & HOE (CUSTOM)				\$90.00					\$90.00
ROTO BUCK (7X)	140 HP	0.21	HR		\$1.59	\$2.23	\$1.74	\$1.55	\$7.10
IRRIGATE (14X)		7.00	HR		\$52.85	\$132.25	\$3.71	\$45.63	\$234.44
SUBTOTAL		9.85	HR	\$163.33	\$74.37	\$164.59	\$20.09	\$68.47	\$490.84
HARVEST OPERATIONS									
HARVEST GREEN (CUSTOM)				\$1,089.00					\$1,089.00
HARVEST RED (CUSTOM)				\$0.00					\$0.00
HAUL	3/4 TON	6.00	HR		\$45.30	\$51.03	\$28.65	\$21.12	\$146.10
SUBTOTAL		6.00	HR	\$1,089.00	\$45.30	\$51.03	\$28.65	\$21.12	\$1,235.10
POST HARVEST OPERATIONS									
SHREDDER	80 HP	0.29	HR		\$2.19	\$2.34	\$1.53	\$1.85	\$7.90
SUBTOTAL		0.29	HR	0.00	2.19	2.34	1.53	1.85	7.90
OVERHEAD EXPENSES									
DOWNTIME		0.57	HR		\$4.27				\$4.27
EMPLOYEE BENEFITS					\$13.78				\$13.78
INSURANCE				\$1.53					\$1.53
LAND TAXES							\$1.73		\$1.73
SUPERVISION AND MANAGEMENT					\$110.58				\$110.58
OTHER EXPENSES				\$56.98					\$56.98
SUBTOTAL		0.57	HR	\$58.52	\$128.63			\$1.73	\$188.88
TOTAL OPERATING EXPENSES		16.71	HR	\$1,604.10	\$250.49	\$217.96	\$50.26	\$93.17	\$2,215.97
NET OPERATING PROFIT									\$864.03
INTEREST ON OPERATING CAPITAL	(	\$290.51	@	8.00%	)				\$23.24
INTEREST ON EQUIPMENT INVESTMENT									\$36.29
RETURN TO LAND AND RISK									\$804.49

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

BUDGET SUMMARY

GROSS RETURN		\$3,080.00	
VARIABLE OPERATING EXPENSES	\$1,872		
RETURN OVER VARIABLE EXPENSES	\$1,207.68		(GROSS MARGIN)
FIXED EXPENSES	\$93.17		
NET FARM INCOME	\$1,114.51		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$250.49		
NET OPERATING PROFIT	\$864.03		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$59.53		
RETURN TO LAND AND RISK		\$804.49	

TABLE 8. Red chile, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2003.
 Planting dates: March 15 - May 1
 Harvesting dates: September 15 - January 31

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
RED CHILE	\$0.68	3,500.00	LBS					\$2,380.00	
TOTAL								\$2,380.00	
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS				TOTAL	
SEED	\$18.00	4	LBS	\$72.00				\$72.00	
ANHYDROUS AMMONIA (NH3)	\$0.1550	230	LBS	\$35.65				\$35.65	
NITROGEN (N)	\$0.36	60	LBS	\$21.60				\$21.60	
PHOSPHATE (P2O5)	\$0.33	150	LBS	\$49.50				\$49.50	
HERBICIDE	\$15.54	1	ACRE	\$15.54				\$15.54	
INSECTICIDE	\$15.54	1	ACRE	\$15.54				\$15.54	
CROP INSURANCE	\$76.22	1	DOLLARS	\$76.22				\$76.22	
PUMP WATER*		48	AC. IN.						
SUBTOTAL				\$286.05				\$286.05	
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14	HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12
PLOW	185 HP	0.48	HR		\$3.62	\$6.73	\$4.10	\$6.95	\$21.40
DISC	185 HP	0.14	HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12
DRAG (2X)	80 HP	0.20	HR		\$1.51	\$1.62	\$0.72	\$0.07	\$3.92
LISTER	140 HP	0.12	HR		\$0.91	\$1.27	\$1.09	\$1.16	\$4.42
FERTILIZE	140 HP	0.05	HR		\$0.38	\$0.53	\$0.39	\$0.30	\$1.59
PRE-IRRIGATE		0.75	HR		\$5.66	\$10.50	\$0.29	\$3.62	\$20.07
ROLLING CULT	80 HP	0.13	HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54
PLANTER	140 HP	0.17	HR		\$1.28	\$1.80	\$3.14	\$2.70	\$8.93
CULTIVATOR (5X)	80 HP	0.65	HR		\$4.91	\$5.25	\$2.25	\$1.67	\$14.08
THIN & HOE (CUSTOM)				\$90.00					\$90.00
ROTO BUCK (7X)	140 HP	0.21	HR		\$1.59	\$2.23	\$1.74	\$1.55	\$7.10
IRRIGATE (11X)		5.50	HR		\$41.53	\$115.46	\$3.24	\$39.84	\$200.06
SUBTOTAL		8.54	HR	\$90.00	\$64.48	\$150.35	\$19.86	\$62.66	\$387.35
HARVEST OPERATIONS									
HARVEST (CUSTOM)				\$770.00					\$770.00
HAUL	3/4 TON	3.00	HR		\$22.65	\$25.52	\$14.33	\$10.56	\$73.05
SUBTOTAL		3.00	HR	\$770.00	\$22.65	\$25.52	\$14.33	\$10.56	\$843.05
POST HARVEST OPERATIONS									
SHREDDER	80 HP	0.29	HR		\$2.19	\$2.34	\$1.81	\$1.72	\$8.06
SUBTOTAL		0.29	HR	\$0.00	\$2.19	\$2.34	\$1.81	\$1.72	\$8.06
OVERHEAD EXPENSES									
DOWNTIME		1.40	HR		\$10.53				\$10.53
EMPLOYEE BENEFITS					\$15.68				\$15.68
INSURANCE				\$1.74					\$1.74
LAND TAXES							\$1.73		\$1.73
SUPERVISION AND MANAGEMENT					\$93.01				\$93.01
OTHER EXPENSES				\$56.98					\$56.98
SUBTOTAL		1.40	HR	\$58.73	\$119.23			\$1.73	\$179.69
TOTAL OPERATING EXPENSES		13.23	HR	\$1,204.78	\$208.55	\$178.21	\$35.99	\$76.67	\$1,704.20
NET OPERATING PROFIT								\$675.80	
INTEREST ON OPERATING CAPITAL	(	\$253.41	@	8.00%	)			\$20.27	
INTEREST ON EQUIPMENT INVESTMENT								\$26.82	
RETURN TO LAND AND RISK								\$628.70	

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

BUDGET SUMMARY

GROSS RETURN		\$2,380.00	
VARIABLE OPERATING EXPENSES	\$1,418.98		
RETURN OVER VARIABLE EXPENSES		\$961.02	(GROSS MARGIN)
FIXED EXPENSES	\$76.67		
NET FARM INCOME		\$884.35	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$208.55		
NET OPERATING PROFIT		\$675.80	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$47.10		
RETURN TO LAND AND RISK		\$628.70	

TABLE 9. Spring lettuce, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2003.
 Planting dates: January 1 - February 5
 Harvesting dates: May 15 - June 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
SPRING LETTUCE	\$5.80	475.00	CARTONS					\$2,755.00
TOTAL								\$2,755.00
<hr/>								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
SEED	\$110.00	4	LBS	\$440.00				\$440.00
ANHYDROUS AMMONIA (NH3)	\$0.1550	250	LBS	\$38.75				\$38.75
NITROGEN (N)	\$0.36	50	LBS	\$18.00				\$18.00
PHOSPHATE (P2O5)	\$0.33	150	LBS	\$49.50				\$49.50
INSECTICIDE	\$92.45	1	X/ACRE	\$92.45				\$92.45
PUMP WATER*		24	AC. IN.					
SUBTOTAL				\$638.70				\$638.70
<hr/>								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12
PLOW	185 HP	0.48 HR		\$3.62	\$6.73	\$4.10	\$6.95	\$21.40
DISC	185 HP	0.14 HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.53	\$0.39	\$0.30	\$1.59
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$2.38	\$1.89	\$2.87	\$8.43
LISTER	140 HP	0.12 HR		\$0.91	\$1.27	\$1.09	\$1.16	\$4.42
PRE-IRRIGATE		0.75 HR		\$5.66	\$10.50	\$0.29	\$3.62	\$20.07
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.96	\$2.76	\$2.41	\$7.78	\$14.91
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.98	\$5.33	\$2.91	\$3.81	\$17.04
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54
THIN & HOE (CUSTOM)			\$120.00					\$120.00
SPRAY	80 HP	0.11 HR		\$0.83	\$0.89	\$0.73	\$0.42	\$2.87
DUSTER (CUSTOM)			\$5.00					\$5.00
ROTO BUCK (5X)	140 HP	0.15 HR		\$1.13	\$1.59	\$1.24	\$1.11	\$5.07
IRRIGATE (5X)		2.50 HR		\$18.88	\$52.48	\$1.47	\$18.11	\$90.94
SUBTOTAL		5.79 HR	\$198.33	\$43.71	\$90.48	\$20.12	\$51.76	\$404.40
<hr/>								
HARVEST OPERATIONS								
HARVEST (CUSTOM)				\$878.75				\$878.75
CARTONS (CUSTOM)				\$403.75				\$403.75
HAUL (CUSTOM)				\$142.50				\$142.50
BROKERAGE (CUSTOM)				\$254.84				\$254.84
SUBTOTAL		0.00 HR	\$1,679.84	\$0.00	\$0.00	\$0.00	\$0.00	\$1,679.84
<hr/>								
OVERHEAD EXPENSES								
DOWNTIME		0.50 HR		\$3.79				\$3.79
EMPLOYEE BENEFITS				\$7.87				\$7.87
INSURANCE			\$0.87					\$0.87
LAND TAXES						\$1.73		\$1.73
SUPERVISION AND MANAGEMENT				\$122.87				\$122.87
OTHER EXPENSES			\$56.98					\$56.98
SUBTOTAL		0.50 HR	\$57.86	\$134.53		\$1.73		\$194.12
<hr/>								
TOTAL OPERATING EXPENSES		6.29 HR	\$2,574.73	\$178.25	\$90.48	\$20.12	\$53.49	\$2,917.07
<hr/>								
NET OPERATING PROFIT								(\$162.07)
<hr/>								
INTEREST ON OPERATING CAPITAL	(	\$486.99	@	8.00%)				\$38.96
INTEREST ON EQUIPMENT INVESTMENT								\$20.23
<hr/>								
RETURN TO LAND AND RISK								(\$221.26)

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

BUDGET SUMMARY

GROSS RETURN		\$2,755.00	
VARIABLE OPERATING EXPENSES	\$2,685.33		
RETURN OVER VARIABLE EXPENSES		\$69.67	(GROSS MARGIN)
FIXED EXPENSES	\$53.49		
NET FARM INCOME		\$16.18	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$178.25		
NET OPERATING PROFIT		(\$162.07)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$59.19		
RETURN TO LAND AND RISK		(\$221.26)	

TABLE 10. Fall lettuce, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2003.
 Planting dates: July 20 - August 10
 Harvesting dates: October 1 - October 15

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
FALL LETTUCE	\$6.49	500.00	CARTONS						\$3,245.00
TOTAL									\$3,245.00
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
SEED	\$118.75		4 LBS		\$475.00				\$475.00
ANHYDROUS AMMONIA (NH3)	\$0.1550		250 LBS		\$38.75				\$38.75
NITROGEN (N)	\$0.36		50 LBS		\$18.00				\$18.00
PHOSPHATE (P2O5)	\$0.33		150 LBS		\$49.50				\$49.50
HERBICIDE	\$18.56		1 X/ACRE		\$18.56				\$18.56
INSECTICIDE	\$92.58		1 X/ACRE		\$92.58				\$92.58
PUMP WATER*			40 AC. IN.						
SUBTOTAL					\$692.39				\$692.39
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	185 HP	0.14 HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12	
PLOW	185 HP	0.48 HR		\$3.62	\$6.73	\$4.10	\$6.95	\$21.40	
DISC	185 HP	0.14 HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12	
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.53	\$0.39	\$0.30	\$1.59	
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$2.38	\$1.89	\$2.87	\$8.43	
LISTER	140 HP	0.12 HR		\$0.91	\$1.27	\$1.09	\$1.16	\$4.42	
PRE-IRRIGATE		0.75 HR		\$5.66	\$13.12	\$0.37	\$4.53	\$23.68	
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54	
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.96	\$2.76	\$2.41	\$7.78	\$14.91	
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.98	\$5.33	\$2.91	\$3.81	\$17.04	
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54	
THIN & HOE (CUSTOM)			\$180.00					\$180.00	
SPRAY	80 HP	0.11 HR		\$0.83	\$0.89	\$0.73	\$0.42	\$2.87	
DUSTER (CUSTOM)			\$15.00					\$15.00	
ROTO BUCK (7X)	140 HP	0.21 HR		\$1.59	\$2.23	\$1.74	\$1.55	\$7.10	
IRRIGATE (7X)		3.50 HR		\$26.43	\$91.84	\$2.57	\$31.69	\$152.53	
SUBTOTAL		6.85 HR	\$268.33	\$51.72	\$133.10	\$21.79	\$66.69	\$541.63	
HARVEST OPERATIONS									
HARVEST (CUSTOM)				\$925.00				\$925.00	
CARTONS (CUSTOM)				\$425.00				\$425.00	
HAUL (CUSTOM)				\$150.00				\$150.00	
BROKERAGE (CUSTOM)				\$300.16				\$300.16	
SUBTOTAL		0.00 HR	\$1,800.16	\$0.00	\$0.00	\$0.00	\$0.00	\$1,800.16	
OVERHEAD EXPENSES									
DOWNTIME		0.52 HR		\$3.91				\$3.91	
EMPLOYEE BENEFITS				\$9.31				\$9.31	
INSURANCE			\$1.03					\$1.03	
LAND TAXES						\$1.73		\$1.73	
SUPERVISION AND MANAGEMENT				\$145.62				\$145.62	
OTHER EXPENSES			\$56.98					\$56.98	
SUBTOTAL		0.52 HR	\$58.02	\$158.84			\$1.73	\$218.59	
TOTAL OPERATING EXPENSES		7.37 HR	\$2,818.90	\$210.56	\$133.10	\$21.79	\$68.42	\$3,252.77	
NET OPERATING PROFIT									(\$7.77)
INTEREST ON OPERATING CAPITAL		(	\$534.93	@	8.00%	)		\$42.79	
INTEREST ON EQUIPMENT INVESTMENT								\$22.07	
RETURN TO LAND AND RISK									(\$72.64)

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

BUDGET SUMMARY

GROSS RETURN		\$3,245.00	
VARIABLE OPERATING EXPENSES	\$2,973.80		
RETURN OVER VARIABLE EXPENSES		\$271.20	(GROSS MARGIN)
FIXED EXPENSES	\$68.42		
NET FARM INCOME		\$202.78	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$210.56		
NET OPERATING PROFIT		(\$7.77)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$64.87		
RETURN TO LAND AND RISK		(\$72.64)	

TABLE 11. Fall onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2003.
 Planting dates: October 1 - October 31
 Harvesting dates: June 1 - July 15

ITEM	PRICE	YIELD							TOTAL	
GROSS RETURNS										
FALL ONIONS	\$5.85	825.00	SACKS						\$4,826.25	
TOTAL									\$4,826.25	
PURCHASED INPUTS										
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS						TOTAL
SEED	\$59.00	4	LBS	\$236.00						\$236.00
ANHYDROUS AMMONIA (NH3)	\$0.1550	450	LBS	\$69.75						\$69.75
NITROGEN (N)	\$0.36	75	LBS	\$27.00						\$27.00
PHOSPHATE (P2O5)	\$0.33	180	LBS	\$59.40						\$59.40
HERBICIDE	\$22.26	1	X/ACRE	\$22.26						\$22.26
INSECTICIDE	\$84.85	1	X/ACRE	\$84.85						\$84.85
PUMP WATER*		56	AC. IN.							
SUBTOTAL				\$499.26						\$499.26
PREHARVEST OPERATIONS										
	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	185 HP	0.14	HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12	
PLOW	185 HP	0.48	HR		\$3.62	\$6.73	\$4.10	\$6.95	\$21.40	
DISC	185 HP	0.14	HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12	
LASER PLANE (CUSTOM)				\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33	
FERTILIZE	140 HP	0.05	HR		\$0.38	\$0.53	\$0.39	\$0.30	\$1.59	
DISC & SPRAY	185 HP	0.17	HR		\$1.28	\$2.38	\$1.89	\$2.87	\$8.43	
LISTER	140 HP	0.12	HR		\$0.91	\$1.27	\$1.09	\$1.16	\$4.42	
PRE-IRRIGATE		0.75	HR		\$5.66	\$10.50	\$0.29	\$3.62	\$20.07	
ROLLING CULT	80 HP	0.13	HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54	
VEG-PLANT SHAPER	140 HP	0.26	HR		\$1.96	\$2.76	\$2.41	\$7.78	\$14.91	
CULT & SIDEDRESS (2X)	80 HP	0.66	HR		\$4.98	\$5.33	\$2.91	\$3.81	\$17.04	
ROLLING CULT	80 HP	0.13	HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54	
THIN & HOE (CUSTOM)				\$120.00					\$120.00	
ROTO BUCK (9X)	140 HP	0.27	HR		\$2.04	\$2.86	\$2.23	\$1.99	\$9.13	
IRRIGATE (13X)		6.50	HR		\$49.08	\$136.45	\$3.82	\$47.08	\$236.43	
SUBTOTAL		9.80	HR	\$193.33	\$73.99	\$174.83	\$22.73	\$81.20	\$546.08	
HARVEST OPERATIONS										
ONION KNIVES	80 HP	0.27	HR		\$2.04	\$2.18	\$1.14	\$3.83	\$9.19	
HARVEST & HAUL (CUSTOM)				\$907.50					\$907.50	
BAG RENTAL				\$82.50					\$82.50	
FIELD LOAD (CUSTOM)				\$0.00					\$0.00	
PROCESSING (CUSTOM)				\$1,567.50					\$1,567.50	
CONTAINER CHARGE				\$330.00					\$330.00	
BROKERAGE (CUSTOM)				\$434.36					\$434.36	
SUBTOTAL		0.27	HR	\$3,321.86	\$2.04	\$2.18	\$1.14	\$3.83	\$3,331.05	
OVERHEAD EXPENSES										
DOWNTIME		0.60	HR		\$4.53				\$4.53	
EMPLOYEE BENEFITS					\$13.69				\$13.69	
INSURANCE				\$1.52					\$1.52	
LAND TAXES							\$1.73		\$1.73	
SUPERVISION AND MANAGEMENT					\$137.14				\$137.14	
OTHER EXPENSES				\$56.98					\$56.98	
SUBTOTAL		0.60	HR	\$58.50	\$155.36			\$1.73	\$215.60	
TOTAL OPERATING EXPENSES		10.67	HR	\$4,072.96	\$231.39	\$177.01	\$23.87	\$86.76	\$4,591.99	
NET OPERATING PROFIT									\$234.26	
INTEREST ON OPERATING CAPITAL	(	\$576.12	@	8.00%	)				\$46.09
INTEREST ON EQUIPMENT INVESTMENT									\$26.00	
RETURN TO LAND AND RISK									\$162.17	

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

BUDGET SUMMARY

GROSS RETURN		\$4,826.25	
VARIABLE OPERATING EXPENSES	\$4,273.84		
RETURN OVER VARIABLE EXPENSES	\$552.41	(GROSS MARGIN)	
FIXED EXPENSES	\$86.76		
NET FARM INCOME	\$465.64	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$231.39		
NET OPERATING PROFIT	\$234.26	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$72.09		
RETURN TO LAND AND RISK		\$162.17	

TABLE 12. Midseason yellow onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2003.
 Planting dates: January 15 - February 15
 Harvesting dates: June 1 - July 15

ITEM	PRICE	YIELD							TOTAL	
GROSS RETURNS										
MIDSEASON YELLOW ONIONS	\$6.47	675.00	SACKS						\$4,367.25	
TOTAL									\$4,367.25	
PURCHASED INPUTS										
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS						TOTAL
SEED	\$80.00	4	LBS	\$320.00						\$320.00
ANHYDROUS AMMONIA (NH3)	\$0.1550	450	LBS	\$69.75						\$69.75
NITROGEN (N)	\$0.36	75	LBS	\$27.00						\$27.00
PHOSPHATE (P2O5)	\$0.33	180	LBS	\$59.40						\$59.40
HERBICIDE	\$64.72	1	X/ACRE	\$64.72						\$64.72
INSECTICIDE	\$76.22	1	X/ACRE	\$76.22						\$76.22
PUMP WATER*		48	AC. IN.							
SUBTOTAL				\$617.09						\$617.09
PREHARVEST OPERATIONS										
	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	185 HP	0.14	HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12	
PLOW	185 HP	0.48	HR		\$3.62	\$6.73	\$4.10	\$6.95	\$21.40	
DISC	185 HP	0.14	HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12	
LASER PLANE (CUSTOM)				\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33	
FERTILIZE	140 HP	0.05	HR		\$0.38	\$0.53	\$0.39	\$0.30	\$1.59	
DISC & SPRAY	185 HP	0.17	HR		\$1.28	\$2.38	\$1.89	\$2.87	\$8.43	
LISTER	126 HP	0.12	HR		\$0.91	\$1.27	\$1.09	\$1.16	\$4.42	
PRE-IRRIGATE		0.75	HR		\$5.66	\$9.00	\$0.25	\$3.10	\$18.02	
ROLLING CULT	80 HP	0.13	HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54	
VEG-PLANT SHAPER	140 HP	0.26	HR		\$1.96	\$2.76	\$2.41	\$7.78	\$14.91	
CULT & SIDEDRESS (2X)	80 HP	0.66	HR		\$4.98	\$5.33	\$2.91	\$3.81	\$17.04	
ROLLING CULT	80 HP	0.13	HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54	
THIN & HOE (CUSTOM)				\$120.00					\$120.00	
ROTO BUCK (9X)	140 HP	0.27	HR		\$2.04	\$2.86	\$2.23	\$1.99	\$9.13	
IRRIGATE (13X)		6.50	HR		\$49.08	\$116.96	\$3.28	\$40.36	\$209.67	
SUBTOTAL		9.80	HR	\$193.33	\$73.99	\$153.84	\$22.15	\$73.95	\$517.26	
HARVEST OPERATIONS										
ONION KNIVES	80 HP	0.27	HR		\$2.04	\$2.18	\$1.14	\$3.83	\$9.19	
HARVEST & HAUL (CUSTOM)				\$742.50					\$742.50	
BAG RENTAL				\$67.50					\$67.50	
FIELD LOAD (CUSTOM)				\$0.00					\$0.00	
PROCESSING (CUSTOM)				\$1,282.50					\$1,282.50	
CONTAINER CHARGE				\$270.00					\$270.00	
BROKERAGE (CUSTOM)				\$393.05					\$393.05	
SUBTOTAL		0.27	HR	\$2,755.55	\$2.04	\$2.18	\$1.14	\$3.83	\$2,764.74	
OVERHEAD EXPENSES										
DOWNTIME		0.60	HR		\$4.53				\$4.53	
EMPLOYEE BENEFITS					\$13.69				\$13.69	
INSURANCE				\$1.52					\$1.52	
LAND TAXES							\$1.73		\$1.73	
SUPERVISION AND MANAGEMENT					\$146.04				\$146.04	
OTHER EXPENSES				\$56.98					\$56.98	
SUBTOTAL		0.60	HR	\$58.50	\$164.26			\$1.73	\$224.50	
TOTAL OPERATING EXPENSES		10.67	HR	\$3,624.48	\$240.29	\$156.02	\$23.28	\$79.52	\$4,123.59	
NET OPERATING PROFIT									\$243.66	
INTEREST ON OPERATING CAPITAL	(	\$582.45	@	8.00%	)				\$46.60
INTEREST ON EQUIPMENT INVESTMENT									\$25.26	
RETURN TO LAND AND RISK									\$171.80	

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

BUDGET SUMMARY

GROSS RETURN		\$4,367.25	
VARIABLE OPERATING EXPENSES	\$3,803.78		
RETURN OVER VARIABLE EXPENSES	\$563.47	(GROSS MARGIN)	
FIXED EXPENSES	\$79.52		
NET FARM INCOME	\$483.95	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$240.29		
NET OPERATING PROFIT	\$243.66	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$71.86		
RETURN TO LAND AND RISK		\$171.80	

TABLE 13. Late season onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2003.
 Planting dates: January 15 - February 15
 Harvesting dates: August 1 - August 15

ITEM	PRICE	YIELD							TOTAL	
GROSS RETURNS										
LATE SEASON ONIONS	\$6.73	825.00	SACKS						\$5,552.25	
TOTAL									\$5,552.25	
PURCHASED INPUTS										
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS						TOTAL
SEED	\$85.00	4	LBS	\$340.00						\$340.00
ANHYDROUS AMMONIA (NH3)	\$0.1550	400	LBS	\$62.00						\$62.00
NITROGEN (N)	\$0.36	75	LBS	\$27.00						\$27.00
PHOSPHATE (P2O5)	\$0.33	180	LBS	\$59.40						\$59.40
HERBICIDE	\$64.72	1	X/ACRE	\$64.72						\$64.72
INSECTICIDE	\$76.22	1	X/ACRE	\$76.22						\$76.22
PUMP WATER*		48	AC. IN.							
SUBTOTAL				\$629.34						\$629.34
PREHARVEST OPERATIONS										
PURCHASED INPUTS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL		
DISC	185 HP	0.14 HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12		
PLOW	185 HP	0.48 HR		\$3.62	\$6.73	\$4.10	\$6.95	\$21.40		
DISC	185 HP	0.14 HR		\$1.06	\$1.96	\$1.11	\$1.99	\$6.12		
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33		
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.53	\$0.39	\$0.30	\$1.59		
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$2.38	\$1.89	\$2.87	\$8.43		
LISTER	140 HP	0.12 HR		\$0.91	\$1.27	\$1.09	\$1.16	\$4.42		
PRE-IRRIGATE		0.75 HR		\$5.66	\$9.00	\$0.25	\$3.10	\$18.02		
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54		
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.96	\$2.76	\$2.41	\$7.78	\$14.91		
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.98	\$5.33	\$2.91	\$3.81	\$17.04		
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.05	\$0.68	\$0.83	\$3.54		
THIN & HOE (CUSTOM)			\$120.00					\$120.00		
ROTO BUCK (9X)	140 HP	0.27 HR		\$2.04	\$2.86	\$2.23	\$1.99	\$9.13		
IRRIGATE (13X)		6.50 HR		\$49.08	\$116.96	\$3.28	\$40.36	\$209.67		
SUBTOTAL		9.80 HR		\$193.33	\$73.99	\$153.84	\$22.15	\$73.95	\$517.26	
HARVEST OPERATIONS										
ONION KNIVES	80 HP	0.27 HR			\$2.04	\$2.18	\$1.14	\$3.83	\$9.19	
HARVEST & HAUL (CUSTOM)				\$907.50				\$907.50		
BAG RENTAL				\$82.50				\$82.50		
FIELD LOAD (CUSTOM)				\$0.00				\$0.00		
PROCESSING (CUSTOM)				\$1,567.50				\$1,567.50		
CONTAINER CHARGE				\$330.00				\$330.00		
BROKERAGE (CUSTOM)				\$499.70				\$499.70		
SUBTOTAL		0.27 HR		\$3,387.20	\$2.04	\$2.18	\$1.14	\$3.83	\$3,396.39	
OVERHEAD EXPENSES										
DOWNTIME		0.60 HR			\$4.53				\$4.53	
EMPLOYEE BENEFITS					\$13.69				\$13.69	
INSURANCE				\$1.52					\$1.52	
LAND TAXES							\$1.73		\$1.73	
SUPERVISION AND MANAGEMENT					\$147.27				\$147.27	
OTHER EXPENSES				\$56.98					\$56.98	
SUBTOTAL		0.60 HR		\$58.50	\$165.48		\$1.73		\$225.72	
TOTAL OPERATING EXPENSES		10.67 HR		\$4,268.38	\$241.51	\$156.02	\$23.28	\$79.52	\$4,768.71	
NET OPERATING PROFIT									\$783.54	
INTEREST ON OPERATING CAPITAL	(\$641.21	@	8.00%)					\$51.30
INTEREST ON EQUIPMENT INVESTMENT										\$25.26
RETURN TO LAND AND RISK									\$706.98	

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

BUDGET SUMMARY

GROSS RETURN		\$5,552.25	
VARIABLE OPERATING EXPENSES	\$4,447.68		
RETURN OVER VARIABLE EXPENSES		\$1,104.57	(GROSS MARGIN)
FIXED EXPENSES	\$79.52		
NET FARM INCOME		\$1,025.05	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$241.51		
NET OPERATING PROFIT		\$783.54	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$76.56		
RETURN TO LAND AND RISK		\$706.98	

TABLE 14. Summary of per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, 2002.

	WHEAT	GRAIN SORGHUM	PICKER COTTON	GREEN CHILE	RED CHILE	SPRING LETTUCE FLOOD	FALL LETTUCE	FALL ONIONS	MIDSEASON ONIONS	LATE ONIONS
	CWT	CWT	LBS	TONS/LBS	LBS	CARTONS	CARTONS	SACKS	SACKS	SACKS
PRIMARY YIELD	30.00	62.00	1080.00	11.00	3500.00	475.00	500.00	825.00	675.00	825.00
PRIMARY PRICE	5.75	4.39	0.52	280.00	0.68	5.80	6.49	5.85	6.47	6.73
GOVERNMENT PAYMENTS	26.01	38.75	50.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SECOND INCOME	0.00	0.00	129.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00
GROSS RETURN	\$198.51	\$310.93	\$741.23	\$3,080.00	\$2,380.00	\$2,755.00	\$3,245.00	\$4,826.25	\$4,367.25	\$5,552.25
CASH OPERATING EXPENSES										
SEED	\$13.00	\$9.60	\$10.08	\$72.00	\$72.00	\$440.00	\$475.00	\$236.00	\$320.00	\$340.00
FERTILIZER	\$75.95	\$64.90	\$60.45	\$117.60	\$106.75	\$106.25	\$106.25	\$156.15	\$156.15	\$148.40
CHEMICALS		\$45.65	\$26.70	\$31.08	\$31.08	\$92.45	\$111.14	\$107.11	\$140.94	\$140.94
CROP INSURANCE	\$0.74	\$0.53	\$0.18	\$72.58	\$76.22					
OTHER PURCHASED INPUTS										
CANAL WATER										
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$7.63	\$22.52	\$43.84	\$76.26	\$52.25	\$27.50	\$28.14	\$30.07	\$30.07	\$30.07
FUEL-IRRIGATION	\$52.48	\$78.72	\$68.23	\$141.70	\$125.96	\$62.98	\$104.96	\$146.95	\$125.96	\$125.96
REPAIRS	\$6.86	\$18.81	\$25.21	\$50.26	\$35.99	\$20.12	\$21.79	\$23.87	\$23.28	\$23.28
CUSTOM CHARGES	\$31.70	\$26.78	\$250.45	\$1,252.33	\$860.00	\$1,878.17	\$2,068.49	\$3,515.19	\$2,948.88	\$3,580.53
LAND TAXES	\$1.73	\$1.73	\$1.73	\$1.73	\$1.73	\$1.73	\$1.73	\$1.73	\$1.73	\$1.73
OTHER EXPENSES	\$57.38	\$57.78	\$58.08	\$58.52	\$58.73	\$57.86	\$58.02	\$58.50	\$58.50	\$58.50
TOTAL CASH EXPENSES	\$247.48	\$327.03	\$544.95	\$1,874.05	\$1,420.71	\$2,687.06	\$2,975.53	\$4,275.58	\$3,805.52	\$4,449.42
RETURN OVER CASH EXPENSES	(\$48.97)	(\$16.10)	\$196.27	\$1,205.95	\$959.29	\$67.94	\$269.47	\$550.67	\$561.73	\$1,102.83
FIXED EXPENSES	\$31.18	\$47.23	\$73.41	\$91.43	\$74.94	\$51.76	\$66.69	\$85.03	\$77.79	\$77.79
TOTAL EXPENSES	\$278.66	\$374.26	\$618.36	\$1,965.49	\$1,495.65	\$2,738.82	\$3,042.22	\$4,360.61	\$3,883.30	\$4,527.20
NET FARM INCOME	(\$80.15)	(\$63.33)	\$122.87	\$1,114.51	\$884.35	\$16.18	\$202.78	\$465.64	\$483.95	\$1,025.05
LABOR AND MANAGEMENT COSTS	\$40.83	\$76.79	\$129.27	\$250.49	\$208.55	\$178.25	\$210.56	\$231.39	\$240.29	\$241.51
NET OPERATING PROFIT	(\$120.98)	(\$140.11)	(\$6.40)	\$864.03	\$675.80	(\$162.07)	(\$7.77)	\$234.26	\$243.66	\$783.54
CAPITAL COSTS										
INTEREST ON OPERATING CAPITAL	\$5.14	\$7.41	\$7.66	\$23.24	\$20.27	\$38.96	\$42.79	\$46.09	\$46.60	\$51.30
INTEREST ON EQUIPMENT INVESTMENT	\$8.77	\$15.74	\$30.14	\$36.29	\$26.82	\$20.23	\$22.07	\$26.00	\$25.26	\$25.26
TOTAL CAPITAL COSTS	\$13.90	\$23.14	\$37.80	\$59.53	\$47.10	\$59.19	\$64.87	\$72.09	\$71.86	\$76.56
RETURN TO LAND AND RISK	(\$134.88)	(\$163.26)	(\$44.20)	\$804.49	\$628.70	(\$221.26)	(\$72.64)	\$162.17	\$171.80	\$706.98

TABLE 15. Whole farm summary, Deming area, Luna County, 2002.

GROSS RETURNS		
WHEAT	68 ACRES	
CROP		\$11,730
DIRECT PAYMENT		\$1,769
COUNTER CYCLICAL PAYMENT		\$0
GRAIN SORGHUM	93.5 ACRES	
CROP		\$25,449
DIRECT PAYMENT		\$3,623
COUNTER CYCLICAL PAYMENT		\$0
UPLAND COTTON	349 ACRES	
LINT		\$195,718
SEED		\$45,166
DIRECT PAYMENT		\$13,607
COUNTER CYCLICAL PAYMENT		\$0
GREEN CHILE	40 ACRES	
GREEN		\$123,200
RED		\$0
RED CHILE	40 ACRES	
CROP		\$95,200
SPRING LETTUCE	10 ACRES	
CROP		\$27,550
FALL LETTUCE	10 ACRES	
CROP		\$32,450
FALL ONIONS	10 ACRES	
CROP		\$48,263
MIDSEASON ONIONS	10 ACRES	
CROP		\$43,673
LATE SEASON ONIONS	10 ACRES	
CROP		\$55,523
GROSS RETURN		<u>\$722,918</u>
CASH OPERATING EXPENSES		
SEED		\$29,164
FERTILIZER		\$48,006
CHEMICALS		\$21,986
CROP INSURANCE		\$6,102
OTHER PURCHASED INPUTS		\$0
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$24,502
FUEL-IRRIGATION		\$51,080
REPAIRS		\$15,586
CUSTOM CHARGES		\$316,347
LAND TAXES		\$1,109
OTHER EXPENSES		\$37,149
TOTAL CASH EXPENSES		<u>\$551,030</u>
RETURN OVER CASH EXPENSES		\$171,888
FIXED EXPENSES		\$42,364
TOTAL EXPENSES		<u>\$593,394</u>
NET FARM INCOME		\$129,525
LABOR AND MANAGEMENT COSTS		\$84,388
NET OPERATING PROFIT		\$45,136
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$7,709
INTEREST ON EQUIPMENT INVESTMENT		\$16,285
TOTAL CAPITAL COSTS		<u>\$23,993</u>
RETURN TO LAND AND RISK		<u>\$21,143</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$500 /ACRE	\$8,343	6.69%
\$700 /ACRE	\$3,223	5.62%
\$900 /ACRE	(\$1,897)	4.85%
\$1,100 /ACRE	(\$7,017)	4.26%
\$1,300 /ACRE	(\$12,137)	3.80%
\$1,500 /ACRE	(\$17,257)	3.43%

* 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)