

TABLE 1. Basic cost information for San Juan County, 2003.

Item			
Labor Wage Rate:			
Equipment operators		\$/hour	\$6.75
General & Irrigators		\$/hour	\$6.45
Purchased Inputs:			
Fertilizer:			
Nitrogen (N)		\$/pound	\$0.36
Phosphate (P205)		\$/pound	\$0.33
Seed:			
Alfalfa		\$/pound	\$3.00
Oats		\$/pound	\$0.40
Pasture		\$/pound	\$2.50
Wire		\$/pound	\$0.39
Canal Water		\$/acre foot	\$10.75
Energy:			
Diesel fuel		\$/gallon	\$1.30
Gasoline		\$/gallon	\$1.35
Natural Gas		\$/MCF	\$3.28
LP Gas		\$/gallon	\$1.21
Electricity		cents/KwHr	8.87
Employee Liability Insurance		\$/ \$1,000 wages	\$12.00
Employee Benefits		percent/w ages	12.00%
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	\$253.00	/acre (full value)	\$2.07
Personal Property Tax Rate - NR	- R	\$/ \$1,000 (Assessed Value)	\$24.60 \$20.83
Supervision Factors			
Field Crop-Irrigation		\$/labor hour	\$1.00
Field Crop-Equipment & General		\$/labor hour	\$0.50
Management Rate		percent	4.00%

TABLE 1a. Overhead cost information for San Juan County, 2003.

ITEM					CROP ENTERPRISE	LIVESTOCK ENTERPRISE	TOTAL
Electricity (Domestic & Shop)				\$35.00 per month	\$420	\$42	\$462
Telephone				\$35.00 per month	\$420	\$42	\$462
Accounting & Legal					\$130		\$130
Misc. Supplies & Hand Tools					\$245	\$25	\$270
Pickup and Auto	Crop Ent.	Livestock Ent.					
miles	3,100	1,545	@	\$0.365 per mile	\$1,132	\$564	\$1,695
Insurance							
- general liability (non-employee)					\$0		\$0
- fire/theft					\$0		\$0
Property Taxes							
- non-planted land					\$0		\$0
- other than land & machinery					\$60		\$60
Building repairs and maintenance					\$115	\$12	\$127
Dues, fees, publications					\$115	\$6	\$121
Farmstead Equipment					\$175	\$18	\$193
Total					\$2,812	\$707	\$3,519
Total per planted acre					\$137.15		

TABLE 2a. Equipment summary for a 20 acre flood-irrigated part-time farm, San Juan County, 2003.

EQUIPMENT ITEM & SIZE	ANNUAL HOURS OF USE		TOTAL VALUE	VARIABLE COSTS			FIXED COSTS			
	HOURS	NUMBEI		FUEL, OIL LUBRICANT	REPAIR	FUEL,OIL PER HR	REPAIR PER HR	DEPRE- CIATION	TAXES	TOTAL PER HOUR
TRACTOR 65 HP	36	1	\$2,400	\$237.61	\$8.96	\$6.56	\$0.25	\$138	\$23	\$4.42
MOWER 7 FT	13	1	\$1,300		\$7.34		\$0.57	\$130	\$11	\$10.97
RAKE	7	1	\$750		\$2.45		\$0.33	\$75	\$6	\$10.95
DISC 6 FT (BORROWED)	2	1	\$0		\$0.00		\$0.00			
PLOW 3-14 (BORROWED)	2	1	\$0		\$0.00		\$0.00			
HARROW 8 FT	9	1	\$200		\$0.07		\$0.01	\$20	\$2	\$2.45
DITCHER (BORROWED)	2	1	\$0		\$0.00		\$0.00			
DRILL 10 FT (BORROWED)	1	1	\$0		\$0.00		\$0.00			
FERT SPREADER DEALER FURNI:	1	1								
			\$4,650	\$238	\$19			\$363	\$41	

Table 2b. Value of Resources for Livestock Enterprise

	UNIT	QUANTITY	\$/UNIT	TOTAL	USEFUL LIFE	DEPRECIATION
Cattle:						
Cows	NO	0	\$650	\$0		
Replacement Heifers	NO	0	\$650	\$0		
Yearling Heifers	NO	0	\$462	\$0		
Yearlings Steers	NO	ACRES	\$564	\$0		
Bulls	NO	0	\$1,000	\$0		
Horses	NO	0	\$1,000	\$0		
Subtotal				\$0		
Other Range Facilities:						
Fencing						
- Permanent	MI	6	\$1,500	\$9,000	25	\$360
- temporary	MI	11	\$250	\$2,750	10	\$275
Pipelines	MI	2	\$300	\$600	20	\$30
Tanks and Reservoirs	NO	2	\$500	\$1,000	40	\$25
Corrals	NO	1	\$5,000	\$5,000	25	\$200
Livestock Trailer	NO	1	\$2,500	\$2,500	10	\$250
Subtotal				\$20,850		
Total				\$20,850		\$1,140

Table 3a. Livestock Production Parameters

NUMBER OF COWS	0
COWS PER BULL	0
NUMBER OF HORSES	0
REPLACEMENT RATE (%)	0.00%
CALF DEATH LOSS (%)	3.00%
YEARLING DEATH LOSS (%)	1.25%
COW DEATH LOSS (%)	1.00%
BULL DEATH LOSS (%)	0.00%
CALF CROP (%)	90.00%
PRODUCTIVE LIFE OF BULLS (YEARS)	5
CALVES PURCHASED	
HEIFERS	0
STEERS	20

Table 3b. Forage Sources for Livestock

	ACRES	AUMS/ ACRE	AUMS PROVIDED
ALFALFA	9.00	1.40	12.60
PERMANENT PASTURE	10.00	7.00	70.00
BALED HAY (TONS)		0.56	1
TOTAL	19.00		84.00

Table 3c. STOCK COUNT CHART

SEASON	YEARLING STEERS 0.7	YEARLING HEIFERS 0.7	TOTAL AUMs REQUIRED
JANUARY			0
FEBUARY			0
MARCH			0
APRIL			0
MAY	20		14
JUNE	20		14
JULY	20		14
AUGUST	20		14
SEPTEMBER	20		14
OCTOBER	20		14
NOVEMBER			0
DECEMBER			0
			84

Table 3d. FORAGE BALANCE CHART

	TOTAL AUMs REQUIRED	ALFALFA	PERMANENT PASTURE	TOTAL AUMs SUPPLIED	HAY
JANUARY	0	0	0	0	0
FEBRUARY	0	0	0	0	0
MARCH	0	0	0	0	0
APRIL	0	0	0	0	0
MAY	14	0	14	14	0
JUNE	14	0	14	14	0
JULY	14	0	14	14	0
AUGUST	14	0	14	14	0
SEPTEMBER	14	0	14	14	0
OCTOBER	14	13	0	13	1
NOVEMBER	0	0	0	0	0
DECEMBER	0	0	0	0	0
Total AUMs	84	13	70	83	1

TABLE 4. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 20 acre part-time farm, San Juan County, 2003.
 Planting dates: April 15 - June 1
 Harvest dates: June 15 - July 1

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
OAT HAY	\$110.00	2.50 TONS (IN FIELD)						\$275.00
TOTAL							\$275.00	
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
ALFALFA SEED	\$3.00	20 LBS	\$60.00				\$60.00	
OAT SEED	\$0.40	45 LBS	\$18.00				\$18.00	
PHOSPHATE (P2O5)	\$0.33	45 LBS	\$14.85				\$14.85	
CANAL WATER		48 AC. IN.		\$43.00			\$43.00	
CANAL WATER (MAINTENANCE)		1 ACRE		\$8.00			\$8.00	
SUBTOTAL			\$92.85	\$51.00			\$143.85	
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	65 HP	0.83 HR		\$5.60	\$5.45	\$0.21	\$3.67	\$14.93
DISC (2X)	65 HP	0.84 HR		\$5.67	\$5.51	\$0.21	\$3.71	\$15.11
FERTILIZE	65 HP	0.05 HR		\$0.34	\$0.33	\$0.01	\$0.22	\$0.90
CORRUGATE	65 HP	0.41 HR		\$2.77	\$2.69	\$0.10	\$2.82	\$8.38
DRILL	65 HP	0.33 HR		\$2.23	\$2.17	\$0.08	\$1.46	\$5.93
DITCHER	65 HP	0.10 HR		\$0.68	\$0.66	\$0.02	\$0.44	\$1.80
IRRIGATE (6X)		3.00 HR		\$19.35				\$19.35
SUBTOTAL		5.56 HR		\$36.63	\$16.80	\$0.64	\$12.32	\$66.39
HARVEST OPERATIONS								
MOWER	65 HP	0.45 HR		\$3.04	\$2.95	\$0.37	\$6.93	\$13.28
RAKE	65 HP	0.26 HR		\$1.76	\$1.71	\$0.15	\$4.00	\$7.61
BALER (CUSTOM)			\$82.00					\$82.00
SUBTOTAL		0.71 HR	\$82.00	\$4.79	\$4.66	\$0.52	\$10.92	\$102.89
OVERHEAD EXPENSES								
DOWNTIME		2.43 HR		\$16.37				\$16.37
EMPLOYEE BENEFITS				\$4.97				\$4.97
INSURANCE			\$0.50				\$0.50	
LAND TAXES						\$2.07	\$2.07	
SUPERVISION AND MANAGEMENT				\$13.04				\$13.04
OTHER EXPENSES			\$137.15				\$137.15	
SUBTOTAL		2.43 HR	\$137.65	\$34.38			\$2.07	\$174.11
TOTAL OPERATING EXPENSES		8.70 HR	\$312.50	\$75.81	\$21.46	\$1.16	\$76.32	\$487.25
NET OPERATING PROFIT							(\$212.25)	
INTEREST ON OPERATING CAPITAL	(\$58.05	@	8.00%)		\$4.64	
INTEREST ON EQUIPMENT INVESTMENT							\$26.37	
RETURN TO LAND AND RISK							(\$243.26)	

TABLE 5. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 20 acre part-time farm, San Juan County, 2003.
Harvesting dates: June 10 - October 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$120.00	5.50 TONS (IN FIELD)						\$660.00
GRAZING	\$10.00	1.40 AUM						\$14.00
TOTAL								\$674.00
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
PHOSPHATE (P2O5)	\$0.33	45 LBS	\$14.85					\$14.85
ESTABLISHMENT: Principal		6 YEARS					\$40.54	\$40.54
: Interest							\$15.87	\$15.87
LIVESTOCK FAC & EQUIP							\$5.00	\$5.00
CANAL WATER		60 AC. IN.					\$53.75	\$53.75
CANAL WATER (MAINTENANCE)		1 ACRE					\$8.00	\$8.00
SUBTOTAL			\$14.85				\$123.16	\$138.01
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERTILIZE	65 HP	0.05 HR		\$0.34	\$0.33	\$0.01	\$0.22	\$0.90
DITCHER	65 HP	0.10 HR		\$0.68	\$0.66	\$0.02	\$0.44	\$1.80
CORRUGATE	65 HP	0.41 HR		\$2.77	\$2.69	\$0.10	\$2.82	\$8.38
IRRIGATE (10X)		5.00 HR		\$32.25				\$32.25
SUBTOTAL		5.56 HR		\$36.03	\$3.68	\$0.14	\$3.48	\$43.33
HARVEST OPERATIONS								
MOWER (3X)	65 HP	1.35 HR		\$9.11	\$8.86	\$1.11	\$20.78	\$39.85
RAKE (3X)	65 HP	0.78 HR		\$5.27	\$5.12	\$0.45	\$11.99	\$22.83
BALER (CUSTOM)			\$180.40					\$180.40
SUBTOTAL		2.13 HR	\$180.40	\$14.38	\$13.98	\$1.56	\$32.77	\$243.08
OVERHEAD EXPENSES								
DOWNTIME		0.55 HR		\$3.68				\$3.68
EMPLOYEE BENEFITS				\$6.05				\$6.05
INSURANCE			\$0.60					\$0.60
LAND TAXES							\$2.07	\$2.07
SUPERVISION AND MANAGEMENT				\$33.05				\$33.05
OTHER EXPENSES			\$137.15					\$137.15
SUBTOTAL		0.55 HR	\$137.76	\$42.78			\$2.07	\$182.61
TOTAL OPERATING EXPENSES		8.24 HR	\$333.01	\$93.19	\$17.66	\$1.70	\$161.48	\$607.03
NET OPERATING PROFIT								\$66.97
INTEREST ON OPERATING CAPITAL	(\$24.71	@	8.00%)			\$1.98
INTEREST ON EQUIPMENT INVESTMENT								\$34.36
RETURN TO LAND AND RISK								\$30.64
BUDGET SUMMARY								
GROSS RETURN		\$674.00						
VARIABLE OPERATING EXPENSES	\$352.36							
RETURN OVER VARIABLE EXPENSES		\$321.64	(GROSS MARGIN)					
FIXED EXPENSES	\$161.48							
NET FARM INCOME		\$160.16	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$93.19							
NET OPERATING PROFIT		\$66.97	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$36.33							
RETURN TO LAND AND RISK		\$30.64						

TABLE 6. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 20 acre part-time farm, San Juan County, 2003.
Planting dates: August 15 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
PURCHASED INPUTS							FIXED COST		
SEED	\$2.50	15 LBS					\$37.50	\$37.50	
NITROGEN (N)	\$0.36	20 LBS					\$7.20	\$7.20	
PHOSPHATE (P205)	\$0.33	50 LBS					\$16.50	\$16.50	
CANAL WATER		21 AC. IN.					\$18.81	\$18.81	
CANAL WATER (MAINTENANCE)							\$8.00	\$8.00	
SUBTOTAL							\$61.20	\$26.81	\$88.01
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
PLOW	65 HP	0.83 HR		\$5.60	\$5.45	\$0.21	\$3.67	\$14.93	
DISC (2X)	65 HP	0.84 HR		\$5.67	\$5.51	\$0.21	\$3.71	\$15.11	
HARROW	65 HP	0.41 HR		\$2.77	\$2.69	\$0.10	\$2.82	\$8.38	
FERTILIZE	65 HP	0.05 HR		\$0.34	\$0.33	\$0.01	\$0.22	\$0.90	
CORRUGATE	65 HP	0.41 HR		\$2.77	\$2.69	\$0.10	\$2.82	\$8.38	
DRILL	65 HP	0.33 HR		\$2.23	\$2.17	\$0.08	\$1.46	\$5.93	
DITCHER	65 HP	0.10 HR		\$0.68	\$0.66	\$0.02	\$0.44	\$1.80	
IRRIGATE (3X)		1.50 HR		\$9.68				\$9.68	
SUBTOTAL		4.47 HR		\$29.72	\$19.49	\$0.74	\$15.14	\$65.10	
OVERHEAD EXPENSES									
DOWNTIME		0.74 HR		\$5.01				\$5.01	
EMPLOYEE BENEFITS				\$3.57				\$3.57	
INSURANCE			\$0.36					\$0.36	
SUPERVISION AND MANAGEMENT				\$9.11				\$9.11	
SUBTOTAL		0.74 HR	\$0.36	\$17.69				\$18.04	
TOTAL OPERATING EXPENSES		5.21 HR	\$61.56	\$47.41	\$19.49	\$0.74	\$41.96	\$171.16	

TABLE 7. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 20 acre part-time farm, San Juan County, 2003.
Harvesting dates: Year Round

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
PASTURE	\$12.00	7.00 AUMS						\$84.00
TOTAL								\$84.00
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
NITROGEN (N)	\$0.36	100 LBS	\$36.00					\$36.00
ESTABLISHMENT: Principal		20 YEARS					\$8.56	\$8.56
: Interest							\$6.70	\$6.70
CANAL WATER		62 AC. IN.					\$55.54	\$55.54
CANAL WATER (MAINTENANCE)		1 ACRE					\$8.00	\$8.00
SUBTOTAL			\$36.00				\$78.80	\$114.80
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERTILIZE	65 HP	0.05 HR		\$0.34	\$0.33	\$0.01	\$0.22	\$0.90
CORRUGATE	65 HP	0.41 HR		\$2.77	\$2.69	\$0.10	\$2.82	\$8.38
DITCHER	65 HP	0.10 HR		\$0.68	\$0.66	\$0.02	\$0.44	\$1.80
IRRIGATE (11X)		5.50 HR		\$35.48				\$35.48
SUBTOTAL		6.06 HR		\$39.26	\$3.68	\$0.14	\$3.48	\$46.55
OVERHEAD EXPENSES								
DOWNTIME		0.14 HR		\$0.95				\$0.95
EMPLOYEE BENEFITS				\$4.71				\$4.71
INSURANCE			\$0.47					\$0.47
LAND TAXES							\$2.07	\$2.07
SUPERVISION AND MANAGEMENT				\$9.14				\$9.14
OTHER EXPENSES			\$137.15					\$137.15
SUBTOTAL		0.14 HR	\$137.62	\$14.80			\$2.07	\$154.49
TOTAL OPERATING EXPENSES		6.20 HR	\$173.62	\$54.05	\$3.68	\$0.14	\$84.36	\$315.85
NET OPERATING PROFIT								(\$231.85)
INTEREST ON OPERATING CAPITAL	(\$18.95	@	8.00%)			\$1.52
INTEREST ON EQUIPMENT INVESTMENT								\$4.15
RETURN TO LAND AND RISK								(\$237.51)

BUDGET SUMMARY

GROSS RETURN	\$84.00	
VARIABLE OPERATING EXPENSES	\$177.44	
RETURN OVER VARIABLE EXPENSES	(\$93.44)	(GROSS MARGIN)
FIXED EXPENSES	\$84.36	
NET FARM INCOME	(\$177.80)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$54.05	
NET OPERATING PROFIT	(\$231.85)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$5.66	
RETURN TO LAND AND RISK	(\$237.51)	

TABLE 10. Whole farm summary, San Juan County, 2002.

GROSS RETURNS		
OAT HAY	2 ACRES	
CROP		\$413
GRAZING		\$0
ALFALFA HAY	9 ACRES	
CROP		\$5,940
GRAZING		\$126
PASTURE	10 ACRES	
GRAZING		\$840
LIVESTOCK		\$15,384
GROSS RETURN		<u>\$22,703</u>
CASH OPERATING EXPENSES		
FORAGE		\$966
FEED AND LIVESTOCK		\$11,623
SEED		\$136
FERTILIZER		\$528
CHEMICALS		\$0
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$0
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$238
FUEL-IRRIGATION		\$0
REPAIRS		\$19
CUSTOM CHARGES		\$1,747
LAND TAXES		\$43
OTHER EXPENSES		\$3,530
TOTAL CASH EXPENSES		<u>\$18,828</u>
RETURN OVER CASH EXPENSES		\$3,874
FIXED EXPENSES		\$3,079
TOTAL EXPENSES		\$21,907
NET FARM INCOME		\$795
LABOR AND MANAGEMENT COSTS		\$2,091
NET OPERATING PROFIT		(\$1,295)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$40
INTEREST ON EQUIPMENT INVESTMENT		\$390
INTEREST ON LIVESTOCK ENTERPRISE		\$2,640
TOTAL CAPITAL COSTS		<u>\$3,070</u>
RETURN TO LAND AND RISK		<u>(\$4,366)</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	(\$5,166)	-5.26%
\$2,500 /ACRE	(\$6,366)	-2.37%
\$4,000 /ACRE	(\$7,566)	-1.53%
\$5,500 /ACRE	(\$8,766)	-1.13%
\$7,000 /ACRE	(\$9,966)	-0.90%
\$8,500 /ACRE	(\$11,166)	-0.74%

* 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 9. Summary of per acre costs and returns for a 20 acre part-time farm,
San Juan County, 2002.

	ALFALFA ESTABLISHMENT	ALFALFA HAY -----FLOOD-----	ANNUAL PASTURE EST.	ANNUAL PASTURE
	TONS	TONS		AUMS
PRIMARY YIELD	2.50	5.50		7.00
PRIMARY PRICE	110.00	120.00		12.00
GOVERNMENT PAYMENTS	0.00	0.00		0.00
SECOND INCOME	0.00	14.00		0.00
GROSS RETURN	\$275.00	\$674.00		\$84.00
CASH OPERATING EXPENSES				
SEED	\$78.00		\$37.50	
FERTILIZER	\$14.85	\$14.85	\$23.70	\$36.00
CHEMICALS				
CROP INSURANCE				
OTHER PURCHASED INPUTS	\$0.00	\$0.00	\$0.00	\$0.00
CANAL WATER				
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$21.46	\$17.66	\$19.49	\$3.68
FUEL-IRRIGATION				
REPAIRS	\$1.16	\$1.70	\$0.74	\$0.14
CUSTOM CHARGES	\$82.00	\$180.40		
LAND TAXES	\$2.07	\$2.07		\$2.07
OTHER EXPENSES	\$137.65	\$137.76	\$0.36	\$137.62
TOTAL CASH EXPENSES	\$337.19	\$354.44	\$81.79	\$179.51
RETURN OVER CASH EXPENSES	(\$62.19)	\$319.56	(\$81.79)	(\$95.51)
FIXED EXPENSES	\$74.25	\$159.41	\$41.96	\$82.28
TOTAL EXPENSES	\$411.44	\$513.84	\$123.75	\$261.80
NET FARM INCOME	(\$136.44)	\$160.16	(\$123.75)	(\$177.80)
LABOR AND MANAGEMENT COSTS	\$75.81	\$93.19	\$47.41	\$54.05
NET OPERATING PROFIT	(\$212.25)	\$66.97	(\$171.16)	(\$231.85)
CAPITAL COSTS				
INTEREST ON OPERATING CAPITAL	\$4.64	\$1.98		\$1.52
INTEREST ON EQUIPMENT INVESTMENT	\$26.37	\$34.36		\$4.15
TOTAL CAPITAL COSTS	\$31.02	\$36.33	\$0.00	\$5.66
RETURN TO LAND AND RISK	(\$243.26)	\$30.64	(\$171.16)	(\$237.51)

Table 8. Livestock Enterprise, cost and returns for a 20 acre farm with livestock as the primary enterprise, with above average management, San Juan County, 2000.

GROSS RETURNS					
NUMBER		\$/CWT	Sale Weight (CWT)	Total (\$)	Guideline Value (\$/AU)
0	YEARLING HEIFERS	\$0.92	7.35	\$0	\$0.00
20	YEARLING STEERS	102.00	7.50	15,300	\$2,185.71
84	MANURE	0.13	8.00	84	\$12.00
TOTAL				\$15,384	\$2,197.71
PURCHASED INPUTS					
NUMBER		Unit	\$/Unit	Total	Guideline Value (\$/AU)
FORAGE:					
13	ALFALFA	AUM	\$10.00	\$126	\$18.00
70	PERMANENT PASTURE	AUM	12.00	\$840	\$120.00
SUBTOTAL				\$966	\$138.00
LABOR, FEED, LIVESTOCK:					
		Unit	\$/Unit	Total	(\$/AU)
0	PROTEIN SUPPLEMENT	TON	245.0	0	\$0.00
0	SALT & MINERALS	TON	200.0	0	\$0.00
1	HAY	TON	125.0	70	\$10.00
0	GRAIN	TON	200.0	0	\$0.00
0	GRAIN CUBES	TON	200.0	0	\$0.00
	FUEL AND REPAIRS	ANNUAL		0	\$0.00
	VETERINARY AND MEDICINE	ANNUAL		684	\$97.71
0	HEIFER CALVES	HEAD	467.5	0	\$0.00
20	STEER CALVES	HEAD	540.0	10,800	\$1,542.86
	LIVESTOCK TAXES	ANNUAL		49	\$7.02
	MAINTENANCE	ANNUAL		0	\$0.00
0	PREGNANCY TEST	HEAD	2.0	0	\$0.00
0	LABOR	HOUR	5.0	0	\$0.00
20	BEEF CHECKOFF PROGRAM	HEAD	1.0	20	\$2.86
	MISCELLANEOUS	ANNUAL		0	\$0.00
SUBTOTAL				\$11,623	\$1,660.45
OVERHEAD EXPENSES					
	EMPLOYEE BENEFITS			0	\$0.00
	INSURANCE			0	\$0.00
	DEPRECIATION			1,140	\$162.86
	SUPERVISION AND MANAGEMENT			574	\$81.99
	OTHER EXPENSES			707	\$101.03
SUBTOTAL				\$2,421	\$345.87
TOTAL OPERATING EXPENSES				\$15,010	\$2,144.32
NET OPERATING PROFIT				\$374	\$53.40
CAPITAL COST					
	INTEREST ON OPERATING CAPITAL			\$70	\$9.94
	INTEREST ON MACHINERY AND IMPROVEMENTS			\$1,668	\$238.29
	INTEREST ON LIVESTOCK			\$902	\$128.91
TOTAL CAPITAL COST				\$2,640	\$377.14
RETURN TO RISK				(\$2,266)	(\$323.75)
RATE OF RETURN ON INVESTMENT				1.1633%	
BUDGET SUMMARY					
GROSS RETURN					\$15,384
VARIABLE OPERATING EXPENSES				\$12,589	
RETURN OVER VARIABLE EXPENSES					\$2,795
FIXED EXPENSES				\$1,847	
NET FARM INCOME					\$948
LABOR AND MANAGEMENT COST				\$574	
NET OPERATING PROFIT					\$374
CAPITAL COST				\$2,640	
RETURN TO LAND AND RISK					(\$2,266)