

TABLE 1. Basic cost information for Valencia and Southern Bernalillo Counties, 2003.

Item			
Labor Wage Rate:		\$/hour	\$5.15
Purchased Inputs:			
Fertilizer:			
Nitrogen (N)		\$/pound	\$0.36
Phosphate (P205)		\$/pound	\$0.33
Seed:			
Alfalfa		\$/pound	\$3.00
Oats		\$/pound	\$0.40
Green Chile		\$/pound	\$18.00
Jalapenos		\$/pound	\$42.00
Sorghum		\$/pound	\$1.20
Baling wire		\$/pound	\$0.39
Chile Sacks		\$/sack	\$0.13
Canal water		\$/acre	\$28.00
Energy:			
Butane		\$/gallon	\$1.21
Diesel fuel		\$/gallon	\$1.30
Gasoline		\$/gallon	\$1.30
Electricity		cents/KwHr	8.42
Natural Gas		\$/MCF	\$3.28
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	\$483.00	/acre (full value)	\$5.24
Personal Property Tax Rate - NR	\$/ \$1,000	(Assessed Value)	\$32.52
- R			\$25.93
Supervision Factors			
Field Crop-Irrigation		\$/labor hour	\$1.00
Field Crop-Equip & General		\$/labor hour	\$0.50
Vegetable Crop-Irrigation		\$/labor hour	\$2.90
Vegetable Crop-Equip & General		\$/labor hour	\$1.00
Management Rate			
Field Crops		percent/GR	4.00%
Vegetable Crops		percent/TOE	10.00%

TABLE 1a. Overhead cost information for Valencia and Southern Bernalillo Counties, 2003.

ITEM			
Electricity (Domestic & Shop)		\$50.00 per month	\$600
Telephone		\$40.00 per month	\$480
Accounting & Legal			\$165
Misc. Supplies & Hand Tools			\$380
Pickup and Auto			
miles	4,120	@ \$0.365 per mile	\$1,504
Insurance			
- general liability (non-employee)			\$170
- fire/theft			\$145
Property Taxes			
- non-planted land			\$78
- other than land & machinery			\$135
Building repairs and maintenance			\$195
Dues, fees, publications			\$115
Farmstead Equipment			\$165
Total			\$4,132
Total per planted acre			\$153.02

TABLE 2. Equipment summary for a 30 acre, part-time farm, Valencia and Southern Bernalillo Counties, 2003.

EQUIPMENT		VARIABLE COSTS						FIXED COSTS		
ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	FUEL AND LUBRICANT	FUEL, LUBE REPAIR	PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HOUR
TRACTOR 65 HP	51	1	\$2,400	\$321	\$20.98	\$6.32	\$0.41	\$138	\$30	\$3.29
PICKUP HALF TON *	23	1	\$13,000	\$188	\$29.90	\$8.19	\$1.30	\$2,600	\$141	\$119.17
BALER, PTO 2-WIRE	24	1	\$1,500	\$0	\$11.23	\$0.00	\$0.46	\$385	\$42	\$17.56
CULTIVATOR 2-ROW	3	1	\$250	\$0	\$1.00	\$0.00	\$0.31	\$33	\$3	\$11.12
DISC 8 FT	8	1	\$700	\$0	\$5.64	\$0.00	\$0.70	\$93	\$8	\$12.52
LISTER 2-ROW	1	1	\$250	\$0	\$0.33	\$0.00	\$0.31	\$33	\$3	\$33.37
PLOW 2-WAY (FLIP)	14	1	\$250	\$0	\$2.96	\$0.00	\$0.22	\$33	\$3	\$2.62
BORDER DISC 6-DISC	0	1	\$300	\$0	\$0.16	\$0.00	\$0.37	\$40	\$3	\$101.77
BED PLANTER	2	1	\$150	\$0	\$0.14	\$0.00	\$0.07	\$30	\$2	\$15.81
			\$18,800	\$510	\$72			\$3,386	\$233	

TABLE 3. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, 2003.
Planting dates: August 15 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
<u>PURCHASED INPUTS</u>								
ALFALFA SEED	\$3.00	20 LBS						\$60.00
CANAL WATER		12 AC. IN.						\$0.00
SUBTOTAL								\$60.00
<u>PREHARVEST OPERATIONS</u>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$1.60	\$1.96	\$0.34	\$4.90	\$8.80
PLOW	65 HP	1.31 HR		\$6.75	\$8.28	\$0.82	\$7.74	\$23.59
DISC	65 HP	0.31 HR		\$1.60	\$1.96	\$0.34	\$4.90	\$8.80
LASER PLANE (CUSTOM)			\$70.71					\$70.71
BORDER DISC	65 HP	0.05 HR		\$0.26	\$0.32	\$0.04	\$5.25	\$5.87
DRILL (CUSTOM)			\$32.50					\$32.50
IRRIGATE (2X)		1.50 HR		\$7.73				\$7.73
SUBTOTAL		3.48 HR	\$103.21	\$17.92	\$12.51	\$1.55	\$22.80	\$158.00
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		0.50 HR		\$2.55				\$2.55
EMPLOYEE BENEFITS				\$2.15				\$2.15
INSURANCE			\$0.22					\$0.22
SUPERVISION AND MANAGEMENT				\$11.21				\$11.21
SUBTOTAL		0.50 HR	\$0.22	\$15.91				\$16.12
<u>TOTAL OPERATING EXPENSES</u>		3.98 HR	\$163.43	\$33.83	\$12.51	\$1.55	\$22.80	\$234.12

TABLE 4. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, 2003
Harvesting dates: June 1 - October 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
ALFALFA HAY	\$140.00	5.30 TONS (IN FIELD)						\$742.00	
GRAZING	\$10.00	1.00 ACRE						\$10.00	
TOTAL							\$752.00		
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
PHOSPHATE (P2O5)	\$0.33	90 LBS	\$29.70					\$29.70	
WIRE	\$0.39	30 LBS	\$11.70					\$11.70	
ESTABLISHMENT: Principal		6 YEARS					\$39.02	\$39.02	
: Interest							\$10.49	\$10.49	
CANAL WATER		44 AC. IN.	\$28.00					\$28.00	
SUBTOTAL			\$69.40				\$49.51	\$118.91	
PREHARVEST OPERATIONS									
POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL		
IRRIGATE (8X)	6.00 HR		\$30.90					\$30.90	
HARVEST OPERATIONS									
SWATHER (CUSTOM)			\$23.33					\$23.33	
BALER, PTO (4X)	65 HP	1.08 HR	\$5.56	\$6.83	\$0.94	\$22.52		\$35.85	
SUBTOTAL		1.08 HR	\$23.33	\$5.56	\$6.83	\$0.94	\$22.52	\$59.18	
OVERHEAD EXPENSES									
DOWNTIME		0.27 HR		\$1.39				\$1.39	
EMPLOYEE BENEFITS				\$0.67				\$0.67	
INSURANCE			\$0.07					\$0.07	
LAND TAXES							\$5.24	\$5.24	
SUPERVISION AND MANAGEMENT				\$36.62				\$36.62	
OTHER EXPENSES			\$153.02					\$153.02	
SUBTOTAL		0.27 HR	\$153.09	\$38.68				\$5.24	\$197.00
TOTAL OPERATING EXPENSES		1.35 HR	\$245.82	\$75.14	\$6.83	\$0.94	\$77.27	\$405.99	
NET OPERATING PROFIT								\$346.01	
INTEREST ON OPERATING CAPITAL	(	\$37.29 @	8.00%)					\$2.98
INTEREST ON EQUIPMENT								\$18.36	
RETURN TO LAND AND RISK								\$324.66	
BUDGET SUMMARY									
GROSS RETURN		\$752.00							
VARIABLE OPERATING EXPENSES	\$253.59								
RETURN OVER VARIABLE EXPENSES		\$498.41	(GROSS MARGIN)						
FIXED EXPENSES	\$77.27								
NET FARM INCOME		\$421.15	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$75.14								
NET OPERATING PROFIT		\$346.01	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$21.34								
RETURN TO LAND AND RISK		\$324.66							

TABLE 5. Small grain hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, 2003.
 Planting dates: March 1 - May 1
 Harvesting dates: June 15 - July 15

ITEM	PRICE	YIELD							TOTAL	
GROSS RETURNS										
SMALL GRAIN HAY	\$125.00	2.50	TONS (IN FIELD)							\$312.50
TOTAL									\$312.50	
PURCHASED INPUTS		PRICE	QUANTITY		PURCHASED INPUTS		TOTAL			
SEED	\$0.40	100	LBS		\$40.00		\$40.00			
WIRE	\$0.39	25	LBS		\$9.75		\$9.75			
CANAL WATER		24	AC. IN.		\$28.00		\$28.00			
SUBTOTAL					\$77.75		\$77.75			
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
PLOW	65 HP	1.31	HR		\$6.75	\$8.28	\$0.82	\$7.74	\$23.59	
DISC (2X)	65 HP	0.62	HR		\$3.19	\$3.92	\$0.69	\$9.80	\$17.60	
BORDER DISC	65 HP	0.05	HR		\$0.26	\$0.32	\$0.04	\$5.25	\$5.87	
DRILL (CUSTOM)					\$7.53				\$7.53	
IRRIGATE (4X)		3.00	HR		\$15.45				\$15.45	
SUBTOTAL		4.98	HR		\$7.53	\$25.65	\$12.51	\$1.55	\$22.80	\$70.04
HARVEST OPERATIONS										
SWATHER (CUSTOM)					\$23.33				\$23.33	
BALER, PTO	65 HP	0.27	HR		\$1.39	\$1.71	\$0.24	\$5.63	\$8.96	
SUBTOTAL		0.27	HR		\$23.33	\$1.39	\$1.71	\$0.24	\$5.63	\$32.29
OVERHEAD EXPENSES										
DOWNTIME		0.56	HR		\$2.90				\$2.90	
EMPLOYEE BENEFITS					\$3.24				\$3.24	
INSURANCE					\$0.32				\$0.32	
LAND TAXES								\$2.62	\$2.62	
SUPERVISION AND MANAGEMENT					\$16.63				\$16.63	
OTHER EXPENSES					\$76.51				\$76.51	
SUBTOTAL		0.56	HR		\$76.83	\$22.77		\$2.62	\$102.22	
TOTAL OPERATING EXPENSES		5.81	HR		\$185.44	\$49.80	\$14.22	\$1.79	\$31.05	\$282.30
NET OPERATING PROFIT									\$30.20	
INTEREST ON OPERATING CAPITAL	(	\$44.50	@	8.00%	)				\$3.56
INTEREST ON EQUIPMENT									\$22.19	
RETURN TO LAND AND RISK									\$4.45	

BUDGET SUMMARY

GROSS RETURN		\$312.50	
VARIABLE OPERATING EXPENSES	\$201.45		
RETURN OVER VARIABLE EXPENSES		\$111.05	(GROSS MARGIN)
FIXED EXPENSES	\$31.05		
NET FARM INCOME		\$80.00	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$49.80		
NET OPERATING PROFIT		\$30.20	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$25.75		
RETURN TO LAND AND RISK		\$4.45	

TABLE 6. Sorghum hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, 2003.
 Planting dates: July 1 - July 31
 Harvesting dates: August 10 - September 30

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
SORGHUM HAY	\$105.00	2.00	TONS (IN FIELD)						\$210.00
GRAZING	\$5.00	1.00	ACRE						\$5.00
TOTAL									\$215.00
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS					TOTAL
SEED	\$1.20	35	LBS	\$42.00					\$42.00
WIRE	\$0.39	17	LBS	\$6.63					\$6.63
CANAL WATER		24	AC. IN.	\$28.00					\$28.00
SUBTOTAL				\$76.63					\$76.63
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31	HR		\$1.60	\$1.96	\$0.34	\$4.90	\$8.80
DRILL (CUSTOM)				\$7.53					\$7.53
IRRIGATE (4X)		3.00	HR		\$15.45				\$15.45
SUBTOTAL				\$7.53	\$17.05	\$1.96	\$0.34	\$4.90	\$31.78
HARVEST OPERATIONS									
SWATHER (CUSTOM) (2X)				\$23.33					\$23.33
BALER, PTO (2X)	65 HP	0.27	HR		\$1.39	\$1.71	\$0.24	\$5.63	\$8.96
SUBTOTAL				\$23.33	\$1.39	\$1.71	\$0.24	\$5.63	\$32.29
OVERHEAD EXPENSES									
DOWNTIME		0.15	HR		\$0.75				\$0.75
EMPLOYEE BENEFITS					\$2.21				\$2.21
INSURANCE				\$0.22					\$0.22
LAND TAXES								\$2.62	\$2.62
SUPERVISION AND MANAGEMENT					\$11.89				\$11.89
OTHER EXPENSES				\$76.51					\$76.51
SUBTOTAL				\$76.73	\$14.85			\$2.62	\$94.20
TOTAL OPERATING EXPENSES		3.73 HR		\$184.22	\$33.29	\$3.67	\$0.58	\$13.15	\$234.90
NET OPERATING PROFIT									(\$19.90)
INTEREST ON OPERATING CAPITAL	(	\$41.00	@	8.00%					\$3.28
INTEREST ON EQUIPMENT									\$8.08
RETURN TO LAND AND RISK									(\$31.27)
BUDGET SUMMARY									
GROSS RETURN			\$215.00						
VARIABLE OPERATING EXPENSES	\$188.47								
RETURN OVER VARIABLE EXPENSES			\$26.53	(GROSS MARGIN)					
FIXED EXPENSES	\$13.15								
NET FARM INCOME			\$13.38	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$33.29								
NET OPERATING PROFIT			(\$19.90)	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$11.36								
RETURN TO LAND AND RISK			(\$31.27)						

TABLE 7. Green chile, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time Valencia and Southern Bernalillo Counties, 2003.
 Planting dates: April 10 - May 1
 Harvesting dates: August 1 - October 15

ITEM	PRICE	YIELD						TOTAL					
GROSS RETURNS													
GREEN CHILE	\$7.50	275.00	BUSHEL	(22 LBS PER BUSHEL)				\$2,062.50					
RED CHILE	\$1.50	400.00	LBS					\$600.00					
TOTAL								\$2,662.50					
PURCHASED INPUTS													
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS				TOTAL					
CHILE SEED	\$18.00	7	LBS	\$126.00				\$126.00					
NITROGEN (N)	\$0.36	130	LBS	\$46.80				\$46.80					
HERBICIDE (GRANULAR)	\$35.06	1	X/ACRE	\$35.06				\$35.06					
INSECTICIDE (GRANULAR)	\$19.65	1	X/ACRE	\$19.65				\$19.65					
SACKS	\$0.13	375	EACH	\$48.75				\$48.75					
CANAL WATER		48	AC. IN.	\$28.00				\$28.00					
SUBTOTAL								\$304.26					
PREHARVEST OPERATIONS													
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL				
DISC	65 HP	0.31	HR		\$1.60	\$1.96	\$0.34	\$4.90	\$8.80				
PLOW	65 HP	1.31	HR		\$6.75	\$8.28	\$0.82	\$7.74	\$23.59				
DISC	65 HP	0.31	HR		\$1.60	\$1.96	\$0.34	\$4.90	\$8.80				
LASER PLANE (CUSTOM)				\$70.71					\$70.71				
LISTER	65 HP	0.54	HR		\$2.78	\$3.41	\$0.39	\$19.80	\$26.38				
PLANT/BED SHAPE		32.00	HR		\$164.80				\$164.80				
CULTIVATOR (3X)	65 HP	1.62	HR		\$8.34	\$10.24	\$1.17	\$23.35	\$43.10				
THIN & HOE		30.00	HR		\$154.50				\$154.50				
IRRIGATE (16X)		12.00	HR		\$61.80				\$61.80				
SUBTOTAL								\$70.71	\$402.16	\$25.85	\$3.07	\$60.69	\$562.49
HARVEST OPERATIONS													
HARVEST		100.00	HR		\$515.00				\$515.00				
HAUL & SELL	HALF TON	20.00	HR		\$103.00	\$163.80	\$26.00	\$79.45	\$372.25				
SUBTOTAL								\$120.00	\$618.00	\$163.80	\$26.00	\$79.45	\$887.25
OVERHEAD EXPENSES													
DOWNTIME		6.02	HR		\$31.02				\$31.02				
EMPLOYEE BENEFITS					\$122.42				\$122.42				
INSURANCE				\$12.24					\$12.24				
LAND TAXES								\$5.24	\$5.24				
SUPERVISION AND MANAGEMENT					\$204.88				\$204.88				
OTHER EXPENSES				\$153.02					\$153.02				
SUBTOTAL								\$6.02	\$165.26	\$358.32	\$5.24	\$528.82	
TOTAL OPERATING EXPENSES		204.11	HR	\$540.23	\$1,378.48	\$189.65	\$29.07	\$145.38	\$2,282.81				
NET OPERATING PROFIT								\$379.69					
INTEREST ON OPERATING CAPITAL	(	\$175.18	@	8.00%)				\$14.01				
INTEREST ON EQUIPMENT								\$948.25					
RETURN TO LAND AND RISK								(\$582.58)					

BUDGET SUMMARY

GROSS RETURN		\$2,662.50
VARIABLE OPERATING EXPENSES	\$758.95	
RETURN OVER VARIABLE EXPENSES		\$1,903.55 (GROSS MARGIN)
FIXED EXPENSES	\$145.38	
NET FARM INCOME		\$1,758.17 (RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$1,378.48	
NET OPERATING PROFIT		\$379.69 (RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$962.27	
RETURN TO LAND AND RISK		(\$582.58)

TABLE 8. Jalapenos, flood-irrigated, budgeted per acre costs and returns for a 30 acre, part-time Valencia and Southern Bernalillo Counties, 2003.
 Planting dates: April 10 - May 1
 Harvesting dates: August 1 - October 15

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
JALAPENOS	\$300.00	11.00	TONS						\$3,300.00
TOTAL									\$3,300.00
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS					TOTAL
JALAPENO SEED	\$42.00	3	LBS	\$126.00					\$126.00
NITROGEN (N)	\$0.36	150	LBS	\$54.00					\$54.00
PHOSPHATE (P205)	\$0.33	75	LBS	\$24.75					\$24.75
HERBICIDE (GRANULAR)	\$35.06	1	X/ACRE	\$35.06					\$35.06
INSECTICIDE (GRANULAR)	\$19.65	1	X/ACRE	\$19.65					\$19.65
SACKS	\$1.00	10	EACH	\$10.00					\$10.00
CANAL WATER		48	AC. IN.	\$28.00					\$28.00
SUBTOTAL				\$297.46					\$297.46
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31	HR		\$1.60	\$1.96	\$0.34	\$4.90	\$8.80
PLOW	65 HP	1.31	HR		\$6.75	\$8.28	\$0.82	\$7.74	\$23.59
DISC	65 HP	0.31	HR		\$1.60	\$1.96	\$0.34	\$4.90	\$8.80
LASER PLANE (CUSTOM)				\$70.71					\$70.71
LISTER	65 HP	0.54	HR		\$2.78	\$3.41	\$0.39	\$19.80	\$26.38
PLANT/BED SHAPE	65 HP	2.00	HR		\$10.30	\$12.64	\$0.97	\$38.21	\$62.12
CULTIVATOR (3X)	65 HP	1.62	HR		\$8.34	\$10.24	\$1.17	\$23.35	\$43.10
THIN & HOE		25.00	HR		\$128.75				\$128.75
IRRIGATE (16X)		12.00	HR		\$61.80				\$61.80
SUBTOTAL		43.09	HR	\$70.71	\$221.91	\$38.49	\$4.04	\$98.90	\$434.06
HARVEST OPERATIONS									
HARVEST (CUSTOM)					\$1,980.00				\$1,980.00
HAUL & SELL	HALF TON	3.00	HR		\$15.45	\$24.57	\$3.90	\$11.92	\$55.84
SUBTOTAL		3.00	HR		\$1,995.45	\$24.57	\$3.90	\$11.92	\$2,035.84
OVERHEAD EXPENSES									
DOWNTIME		1.77	HR		\$9.13				\$9.13
EMPLOYEE BENEFITS					\$266.08				\$266.08
INSURANCE				\$26.61					\$26.61
LAND TAXES								\$5.24	\$5.24
SUPERVISION AND MANAGEMENT					\$388.01				\$388.01
OTHER EXPENSES				\$153.02					\$153.02
SUBTOTAL		1.77	HR	\$179.63	\$663.22			\$5.24	\$848.09
TOTAL OPERATING EXPENSES		47.86	HR	\$548	\$2,880.59	\$63.06	\$7.94	\$116.05	\$3,615.44
NET OPERATING PROFIT									(\$315.44)
INTEREST ON OPERATING CAPITAL	(	\$161.73	@	8.00%	)				\$12.94
INTEREST ON EQUIPMENT									\$191.56
RETURN TO LAND AND RISK									(\$519.93)

BUDGET SUMMARY

GROSS RETURN		\$3,300.00	
VARIABLE OPERATING EXPENSES	\$618.80		
RETURN OVER VARIABLE EXPENSES		\$2,681.20	(GROSS MARGIN)
FIXED EXPENSES	\$116.05		
NET FARM INCOME		\$2,565.15	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$2,880.59		
NET OPERATING PROFIT		(\$315.44)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$204.50		
RETURN TO LAND AND RISK		(\$519.93)	

TABLE 9. Summary of per acre costs and returns for a 30 acre part-time farm,
Valencia and Southern Bernalillo Counties, 2002.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	SMALL GRAIN HAY -----FLOOD-----	SORGHUM HAY	GREEN CHILE	JALAPENOS
		TONS	TONS	TONS	BU/LB	TONS
PRIMARY YIELD		5.30	2.50	2.00	275.00	11.00
PRIMARY PRICE		140.00	125.00	105.00	7.50	300.00
GOVERNMENT PAYMENTS		0.00	0.00	0.00	0.00	0.00
SECOND INCOME		10.00	0.00	5.00	600.00	0.00
GROSS RETURN		\$752.00	\$312.50	\$215.00	\$2,662.50	\$3,300.00
CASH OPERATING EXPENSES						
SEED	\$60.00		\$40.00	\$42.00	\$126.00	\$126.00
FERTILIZER		\$29.70			\$46.80	\$78.75
CHEMICALS					\$54.71	\$54.71
CROP INSURANCE						
OTHER PURCHASED INPUTS		\$11.70	\$9.75	\$6.63	\$48.75	\$10.00
CANAL WATER		\$28.00	\$28.00	\$28.00	\$28.00	\$28.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$12.51	\$6.83	\$14.22	\$3.67	\$189.65	\$63.06
FUEL-IRRIGATION						
REPAIRS	\$1.55	\$0.94	\$1.79	\$0.58	\$29.07	\$7.94
CUSTOM CHARGES	\$103.21	\$23.33	\$30.86	\$30.86	\$70.71	\$70.71
LAND TAXES		\$5.24	\$2.62	\$2.62	\$5.24	\$5.24
OTHER EXPENSES	\$0.22	\$153.09	\$76.83	\$76.73	\$165.26	\$179.63
TOTAL CASH EXPENSES	\$177.49	\$258.82	\$204.07	\$191.09	\$764.19	\$624.04
RETURN OVER CASH EXPENSES	(\$177.49)	\$493.18	\$108.43	\$23.91	\$1,898.31	\$2,675.96
FIXED EXPENSES	\$22.80	\$72.03	\$28.43	\$10.53	\$140.14	\$110.82
TOTAL EXPENSES	\$200.29	\$330.85	\$232.50	\$201.62	\$904.33	\$734.85
NET FARM INCOME	(\$200.29)	\$421.15	\$80.00	\$13.38	\$1,758.17	\$2,565.15
LABOR AND MANAGEMENT COSTS	\$33.83	\$75.14	\$49.80	\$33.29	\$1,378.48	\$2,880.59
NET OPERATING PROFIT	(\$234.12)	\$346.01	\$30.20	(\$19.90)	\$379.69	(\$315.44)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL		\$2.98	\$3.56	\$3.28	\$14.01	\$12.94
INTEREST ON EQUIPMENT INVESTMENT		\$18.36	\$22.19	\$8.08	\$948.25	\$191.56
TOTAL CAPITAL COSTS	\$0.00	\$21.34	\$25.75	\$11.36	\$962.27	\$204.50
RETURN TO LAND AND RISK	(\$234.12)	\$324.66	\$4.45	(\$31.27)	(\$582.58)	(\$519.93)

TABLE 10. Whole farm summary, Valencia and Southern Bernalillo Counties, 2002.

GROSS RETURNS		
ALFALFA HAY	20 ACRES	
CROP		\$14,840
GRAZING		\$200
SMALL GRAIN HAY	5 ACRES	
CROP		\$1,563
SORGHUM HAY	5 ACRES	
CROP		\$1,050
GRAZING		\$25
GREEN CHILE	1 ACRES	
GREEN		\$2,063
RED		\$600
JALPENOS	1 ACRES	
CROP		\$3,300
GROSS RETURN		\$23,640
CASH OPERATING EXPENSES		
SEED		\$872
FERTILIZER		\$720
CHEMICALS		\$109
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$375
CANAL WATER		\$896
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$522
FUEL-IRRIGATION		\$0
REPAIRS		\$73
CUSTOM CHARGES		\$1,278
LAND TAXES		\$141
OTHER EXPENSES		\$4,175
TOTAL CASH EXPENSES		\$9,162
RETURN OVER CASH EXPENSES		\$14,478
FIXED EXPENSES		\$1,186
TOTAL EXPENSES		\$10,347
NET FARM INCOME		\$13,293
LABOR AND MANAGEMENT COSTS		\$6,296
NET OPERATING PROFIT		\$6,997
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$121
INTEREST ON EQUIPMENT INVESTMENT		\$1,658
TOTAL CAPITAL COSTS		\$1,779
RETURN TO LAND AND RISK		\$5,218

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$5,000 /ACRE	(\$782)	4.15%
\$6,500 /ACRE	(\$2,582)	3.27%
\$8,000 /ACRE	(\$4,382)	2.70%
\$9,500 /ACRE	(\$6,182)	2.30%
\$11,000 /ACRE	(\$7,982)	2.01%
\$12,500 /ACRE	(\$9,782)	1.78%

* 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)