

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

Item			
<b>Labor Wage Rate:</b>			
Equipment operators	\$/hour		\$6.45
General & Irrigators	\$/hour		\$5.15
<b>Purchased Inputs:</b>			
<b>Fertilizer:</b>			
Nitrogen (N)	\$/pound		\$0.36
Phosphate (P205)	\$/pound		\$0.33
<b>Seed:</b>			
Alfalfa	\$/pound		\$3.00
Oats	\$/pound		\$0.40
Sweet Corn	\$/pound		\$7.50
Wheat	\$/pound		\$0.13
Pasture	\$/pound		\$2.50
Baling wire	\$/pound		\$0.39
Gopher control	\$/acre		\$1.50
Canal water	\$/acre		\$9.00
<b>Energy:</b>			
Diesel fuel	\$/gallon		\$1.35
Gasoline	\$/gallon		\$1.40
Electricity	cents/KwHr		3.78
Employee Liability Insurance	\$/(\$1,000 wages)		\$20.00
Employee Benefits	percent/wages		18.00%
Labor Downtime	percent		25.00%
<b>Financial Rates:</b>			
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	\$36.00 /acre (full value)		\$0.34
Personal Property Tax Rate - NR	\$/(\$1,000 (Assessed Value)		\$28.02
- R			\$24.81
<b>Supervision Factors</b>			
Field Crop-Irrigation	\$/labor hour		\$1.00
Field Crop-Equipment & General	\$/labor hour		\$0.50
Management Rate	percent		7.00%

BUDGET AREA..... CIBOLA COUNTY, 2003.  
 FARM SIZE..... 300 ACRES  
 IRRIGATION TYPE..... FLOOD  
 NUMBER OF CROPS..... 4

ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE	
		AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	25	18	450
ALFALFA	200	42	8,400
PASTURE ESTABLISHMENT	2	18	36
PASTURE	40	30	1,200
WHEAT	20	24	480
SWEET CORN	8	30	240
ROADS, HOMESTEAD	5		
<b>TOTAL</b>	<b>300</b>		<b>10,806</b>
<b>ACRE FEET PER ACRE OF WATER RIGHTS</b>			<b>3.00</b>

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

ITEM			
Electricity (Domestic & Shop)		\$215.00 per month	\$2,580
Telephone		\$115.00 per month	\$1,380
Accounting & Legal			\$1,560
Misc. Supplies & Hand Tools			\$2,570
Pickup and Auto			
miles	20,000 @	\$0.365 per mile	\$7,300
<b>Insurance</b>			
- general liability (non-employee)			\$1,715
- fire/theft			\$1,355
<b>Property Taxes</b>			
- non-planted land			\$114
- other than land & machinery			\$610
Building repairs and maintenance			\$1,300
Dues, fees, publications			\$390
Farmstead Equipment			\$165
		<b>Total</b>	<b>\$21,039</b>
<b>Total Per Planted Acre</b>			<b>\$71.80</b>

TABLE 2. Equipment summary for a 300 acre farm with above average management, Cibola 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 40 HP	32	1	\$1,600	\$136	\$12	\$4.19	\$0.38	\$50	\$12	\$1.91
TRACTOR 65 HP	154	1	\$2,400	\$1,046	\$115	\$6.81	\$0.75	\$138	\$26	\$1.06
TRACTOR 93 HP	209	1	\$19,240	\$2,083	\$503	\$9.95	\$2.40	\$1,226	\$200	\$6.81
PICKUP 3/4 TON *	50	1	\$15,000	\$441	\$165	\$8.82	\$3.30	\$3,000	\$140	\$62.80
BALEWAGON PTO	129	1	\$1,650		\$681		\$5.28	\$800	\$75	\$6.78
BALER 2-WIRE	135	1	\$1,500		\$276		\$2.04	\$385	\$36	\$3.11
CULTIVATOR 4-ROW	3	1	\$1,500		\$6		\$1.86	\$120	\$14	\$39.88
FLOAT 10 FT	18	1	\$450		\$1		\$0.04	\$28	\$3	\$1.74
DISC 14 FT	15	1	\$3,000		\$39		\$2.58	\$240	\$28	\$17.73
LISTER 4-ROW	1	1	\$1,600		\$3		\$1.98	\$128	\$15	\$99.27
PLOW 3-BOTTOM	37	1	\$3,350		\$84		\$2.28	\$268	\$31	\$8.12
DRILL 12 FT.	10	1	\$2,200		\$17		\$1.67	\$220	\$21	\$24.37
SPRAYER (MTD) 12 FT	4	1	\$1,375		\$2		\$0.66	\$138	\$13	\$41.76
SWATHER 16 FT.	69	1	\$30,700	\$347	\$299	\$5.05	\$4.34	\$3,621	\$338	\$57.58
BORDER DISC 6-DISC	2	1	\$300		\$1		\$0.37	\$24	\$3	\$11.41
FERT SPREADER	10	1	\$2,300		\$14		\$1.38	\$230	\$21	\$24.18
			\$88,165	\$4,053	\$2,218			\$10,615	\$976	

\* 1/4 CHARGED DIRECTLY TO CROP.

TABLE 3. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, 2003.  
Planting Dates: May 15 - July 1

ITEM	PRICE	YIELD							TOTAL	
<b>GROSS RETURNS</b>										
OAT HAY	\$100.00	3.50	TONS (STACKED)							\$350.00
<b>TOTAL</b>									\$350.00	
<b>PURCHASED INPUTS</b>										
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS						TOTAL
ALFALFA SEED	\$3.00	20	LBS		\$60.00					\$60.00
OAT SEED	\$0.40	30	LBS		\$12.00					\$12.00
CANAL WATER		18	AC. IN.		\$9.00					\$9.00
<b>SUBTOTAL</b>					<b>\$81.00</b>					<b>\$81.00</b>
<b>PREHARVEST OPERATIONS</b>										
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
PLOW	93 HP	0.67	HR		\$4.32	\$6.67	\$3.14	\$10.01	\$24.13	
DISC (2X)	93 HP	0.28	HR		\$1.81	\$2.79	\$1.40	\$6.87	\$12.86	
FLOAT	93 HP	0.24	HR		\$1.55	\$2.39	\$0.59	\$2.05	\$6.57	
DRILL	65 HP	0.21	HR		\$1.35	\$1.43	\$0.51	\$5.34	\$8.63	
BORDER DISC	40 HP	0.05	HR		\$0.32	\$0.21	\$0.04	\$0.67	\$1.23	
IRRIGATE (3X)		1.50	HR		\$7.73				\$7.73	
<b>SUBTOTAL</b>		<b>2.95 HR</b>			<b>\$17.08</b>	<b>\$13.48</b>	<b>\$5.66</b>	<b>\$24.94</b>	<b>\$61.15</b>	
<b>HARVEST OPERATIONS</b>										
SWATHER	16 FT	0.11	HR		\$0.71	\$0.56	\$0.48	\$6.33	\$8.08	
BALER, 2-WIRE	65 HP	0.21	HR		\$1.35	\$1.43	\$0.59	\$0.88	\$4.25	
BALEWAGON	93 HP	0.20	HR		\$1.29	\$1.99	\$1.54	\$2.72	\$7.53	
<b>SUBTOTAL</b>		<b>0.52 HR</b>			<b>\$3.35</b>	<b>\$3.98</b>	<b>\$2.60</b>	<b>\$9.93</b>	<b>\$19.86</b>	
<b>OVERHEAD EXPENSES</b>										
DOWNTIME		1.26	HR		\$8.09				\$8.09	
EMPLOYEE BENEFITS						\$3.68			\$3.68	
INSURANCE				\$0.41					\$0.41	
LAND TAXES							\$0.34		\$0.34	
SUPERVISION AND MANAGEMENT					\$12.44				\$12.44	
OTHER EXPENSES				\$71.80					\$71.80	
<b>SUBTOTAL</b>		<b>1.26 HR</b>			<b>\$72.21</b>	<b>\$24.21</b>		<b>\$0.34</b>	<b>\$96.76</b>	
<b>TOTAL OPERATING EXPENSES</b>		<b>4.73 HR</b>			<b>\$153.21</b>	<b>\$44.64</b>	<b>\$17.45</b>	<b>\$8.26</b>	<b>\$35.20</b>	<b>\$258.77</b>
<b>NET OPERATING PROFIT</b>									<b>\$91.23</b>	
INTEREST ON OPERATING CAPITAL	(	\$45.83	@	8.00%	)				\$3.67	
INTEREST ON EQUIPMENT INVESTMENT									\$32.20	
<b>RETURN TO LAND AND RISK</b>									<b>\$55.36</b>	

TABLE 4. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, 2003.  
Harvesting Dates: June 15 - September 15

ITEM	PRICE	YIELD						TOTAL	
<b>GROSS RETURNS</b>									
ALFALFA HAY	\$140.00	4.00	TONS (STACKED)					\$560.00	
GRAZING	\$10.00	1.00	ACRE					\$10.00	
<b>TOTAL</b>								\$570.00	
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS		FIXED COST		TOTAL	
PHOSPHATE (P2O5)	\$0.33	40	LBS	\$13.20				\$13.20	
WIRE	\$0.39	34	LBS	\$13.37				\$13.37	
GOPHER CONTROL	\$1.50	1	ACRE	\$1.50				\$1.50	
ESTABLISHMENT: Principal		8	YEARS					\$0.00	
: Interest								\$0.00	
CANAL WATER		42	AC. IN.	\$9.00				\$9.00	
<b>SUBTOTAL</b>				<b>\$37.07</b>		<b>\$0.00</b>		<b>\$37.07</b>	
<b>PREHARVEST OPERATIONS</b>									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERT SPREADER	93 HP	0.05	HR		\$0.32	\$0.50	\$0.19	\$1.55	\$2.56
GOPHER CONTROL	40 HP	0.15	HR		\$0.97	\$0.63	\$0.06	\$0.29	\$1.94
IRRIGATE (6X)		3.00	HR		\$15.45				\$15.45
<b>SUBTOTAL</b>		<b>3.20 HR</b>			<b>\$16.74</b>	<b>\$1.13</b>	<b>\$0.25</b>	<b>\$1.84</b>	<b>\$19.95</b>
<b>HARVEST OPERATIONS</b>									
SWATHER (3X)	16 FT.	0.33	HR		\$2.13	\$1.67	\$1.43	\$19.00	\$24.23
BALER (3X)	65 HP	0.63	HR		\$4.06	\$4.29	\$1.76	\$2.63	\$12.74
BALEWAGON (3X)	93 HP	0.60	HR		\$3.87	\$5.97	\$4.61	\$8.16	\$22.60
<b>SUBTOTAL</b>		<b>1.56 HR</b>			<b>\$10.06</b>	<b>\$11.93</b>	<b>\$7.80</b>	<b>\$29.78</b>	<b>\$59.57</b>
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.43	HR		\$2.76				\$2.76
EMPLOYEE BENEFITS					\$4.82				\$4.82
INSURANCE				\$0.54					\$0.54
LAND TAXES							\$0.34		\$0.34
SUPERVISION AND MANAGEMENT					\$43.76				\$43.76
OTHER EXPENSES				\$71.80					\$71.80
<b>SUBTOTAL</b>		<b>0.43 HR</b>			<b>\$72.34</b>	<b>\$51.34</b>	<b>\$0.34</b>		<b>\$124.01</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>5.19 HR</b>			<b>\$109.41</b>	<b>\$78.14</b>	<b>\$13.05</b>	<b>\$8.05</b>	<b>\$240.60</b>
<b>NET OPERATING PROFIT</b>								<b>\$329.40</b>	
INTEREST ON OPERATING CAPITAL	(	\$20.52	@	8.00%	)			\$1.64	
INTEREST ON EQUIPMENT INVESTMENT								\$25.89	
<b>RETURN TO LAND AND RISK</b>								<b>\$301.87</b>	
<b>BUDGET SUMMARY</b>									
GROSS RETURN		\$570.00							
VARIABLE OPERATING EXPENSES	\$130.51								
RETURN OVER VARIABLE EXPENSES		\$439.49	(GROSS MARGIN)						
FIXED EXPENSES	\$31.96								
NET FARM INCOME		\$407.54	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$78.14								
NET OPERATING PROFIT		\$329.40	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$27.53								
RETURN TO LAND AND RISK		\$301.87							

TABLE 5. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, 2003.  
Planting Dates: May 15 - July 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL	
<u>PURCHASED INPUTS</u>										
GRASS SEED	\$2.50	15 LBS		\$37.50					\$37.50	
CANAL WATER		18 AC. IN.		\$9.00					\$9.00	
SUBTOTAL				\$46.50					\$46.50	
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL		
PLOW	93 HP	0.67 HR		\$4.32	\$6.67	\$3.14	\$10.01	\$24.13		
DISC (2X)	93 HP	0.14 HR		\$0.90	\$1.39	\$0.70	\$3.44	\$6.43		
FLOAT	93 HP	0.24 HR		\$1.55	\$2.39	\$0.59	\$2.05	\$6.57		
DRILL	65 HP	0.21 HR		\$1.35	\$1.43	\$0.51	\$5.34	\$8.63		
BORDER DISC	40 HP	0.05 HR		\$0.32	\$0.21	\$0.04	\$0.67	\$1.23		
IRRIGATE (3X)		1.50 HR		\$7.73					\$7.73	
SUBTOTAL		2.81 HR		\$16.17	\$12.08	\$4.97	\$21.50	\$54.73		
<u>OVERHEAD EXPENSES</u>										
DOWNTIME		0.33 HR		\$2.11					\$2.11	
EMPLOYEE BENEFITS				\$2.91					\$2.91	
INSURANCE			\$0.32					\$0.32		
LAND TAXES								\$0.34	\$0.34	
SUPERVISION AND MANAGEMENT				\$9.24					\$9.24	
SUBTOTAL		0.33 HR	\$0.32	\$14.26					\$0.34	\$14.92
TOTAL OPERATING EXPENSES		3.14 HR	\$46.82	\$30.44	\$12.08	\$4.97	\$21.84	\$116.15		

TABLE 6. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, 2003.  
Harvesting Dates: September 30 - June 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
PASTURE	\$12.00	6.00	AUMS					\$72.00
TOTAL								\$72.00
<hr/>								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
LIVESTOCK FAC & EQUIP ESTABLISHMENT: Principal		20	YEARS				\$3.00	\$3.00
: Interest							\$5.81	\$5.81
CANAL WATER		30	AC. IN.		\$9.00		\$4.89	\$4.89
								\$9.00
SUBTOTAL					\$9.00		\$13.70	\$22.70
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PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (5X)		2.50	HR		\$12.88			\$12.88
SUBTOTAL		2.50	HR		\$12.88			\$12.88
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<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.00	HR		\$0.00			\$0.00
EMPLOYEE BENEFITS					\$2.32			\$2.32
INSURANCE				\$0.26				\$0.26
LAND TAXES						\$0.34		\$0.34
SUPERVISION AND MANAGEMENT					\$7.54			\$7.54
OTHER EXPENSES					\$71.80			\$71.80
SUBTOTAL		0.00	HR	\$72.06	\$9.86		\$0.34	\$82.26
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TOTAL OPERATING EXPENSES		2.50	HR	\$81.06	\$22.73	\$0.00	\$0.00	\$117.83
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NET OPERATING PROFIT								(\$45.83)
INTEREST ON OPERATING CAPITAL	(	\$4.50	@	8.00%	)			\$0.36
INTEREST ON EQUIPMENT INVESTMENT								\$0.00
<hr/>								
RETURN TO LAND AND RISK								(\$46.19)

BUDGET SUMMARY

GROSS RETURN		\$72.00	
VARIABLE OPERATING EXPENSES	\$81.06		
RETURN OVER VARIABLE EXPENSES		(\$9.06)	(GROSS MARGIN)
FIXED EXPENSES	\$14.03		
NET FARM INCOME		(\$23.10)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$22.73		
NET OPERATING PROFIT		(\$45.83)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$0.36		
RETURN TO LAND AND RISK		(\$46.19)	

TABLE 7. Wheat for grain, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, 2003.  
 Planting Dates: August 1 - September 30  
 Harvesting Dates: July 1 - August 15

ITEM	PRICE	YIELD						TOTAL
<b>GROSS RETURNS</b>								
GRAIN	\$4.50	65.00	BUSHEL					\$292.50
GRAZING	\$11.00	2.00	AUMS					\$22.00
STRAW	\$2.00	50.00	BALE					\$100.00
<b>TOTAL</b>								<b>\$414.50</b>
<b>PURCHASED INPUTS</b>								
PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS		TOTAL		
SEED	\$0.13	80	LBS	\$10.40		\$10.40		
BALING WIRE	\$0.39	14	LBS	\$5.57		\$5.57		
CANAL WATER		24	ACRE IN.	\$9.00		\$9.00		
<b>SUBTOTAL</b>				<b>\$24.97</b>		<b>\$24.97</b>		
<b>PREHARVEST OPERATIONS</b>								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	93 HP	0.67 HR		\$4.32	\$6.67	\$3.14	\$10.01	\$24.13
DISC (2X)	93 HP	0.28 HR		\$1.81	\$2.79	\$1.40	\$6.87	\$12.86
FLOAT (2X)	93 HP	0.48 HR		\$3.10	\$4.78	\$1.17	\$4.10	\$13.15
DRILL	65 HP	0.21 HR		\$1.35	\$1.43	\$0.51	\$5.34	\$8.63
BORDER DISC	40 HP	0.05 HR		\$0.32	\$0.21	\$0.04	\$0.67	\$1.23
IRRIGATE (4X)		2.00 HR		\$10.30				\$10.30
<b>SUBTOTAL</b>		<b>3.69 HR</b>		<b>\$21.20</b>	<b>\$15.87</b>	<b>\$6.25</b>	<b>\$26.99</b>	<b>\$70.30</b>
<b>HARVEST OPERATIONS</b>								
COMBINE (CUSTOM)				\$16.57		\$16.57		
HAUL (CUSTOM)				\$12.35		\$12.35		
BALER, 2-WIRE	65 HP	0.21 HR		\$1.35	\$1.43	\$0.59	\$0.88	\$4.25
BALE WAGON	93 HP	0.20 HR		\$1.29	\$1.99	\$1.54	\$2.72	\$7.53
<b>SUBTOTAL</b>		<b>0.41 HR</b>		<b>\$28.92</b>	<b>\$2.64</b>	<b>\$3.42</b>	<b>\$2.12</b>	<b>\$35.99</b>
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.53 HR		\$3.39				\$3.39
EMPLOYEE BENEFITS				\$4.29				\$4.29
INSURANCE				\$0.48				\$0.48
LAND TAXES							\$0.34	\$0.34
SUPERVISION AND MANAGEMENT				\$32.07				\$32.07
OTHER EXPENSES				\$71.80				\$71.80
<b>SUBTOTAL</b>		<b>0.53 HR</b>		<b>\$72.28</b>	<b>\$39.74</b>		<b>\$0.34</b>	<b>\$112.36</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>4.63 HR</b>		<b>\$126.17</b>	<b>\$63.59</b>	<b>\$19.28</b>	<b>\$8.37</b>	<b>\$248.34</b>
<b>NET OPERATING PROFIT</b>								<b>\$166.16</b>
INTEREST ON OPERATING CAPITAL	(	\$20.89	@	8.00%	)			\$1.67
INTEREST ON EQUIPMENT INVESTMENT								\$29.91
<b>RETURN TO LAND AND RISK</b>								<b>\$134.59</b>

<b>BUDGET SUMMARY</b>			
GROSS RETURN		\$414.50	
VARIABLE OPERATING EXPENSES	\$153.83		
RETURN OVER VARIABLE EXPENSES		\$260.67	(GROSS MARGIN)
FIXED EXPENSES	\$30.92		
NET FARM INCOME		\$229.75	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$63.59		
NET OPERATING PROFIT		\$166.16	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$31.58		
RETURN TO LAND AND RISK		\$134.59	

TABLE 8. Sweet corn, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, 2003.

Planting Dates: May 5 - May 25  
Harvest Dates: August 15 - September 20

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
CORN	\$2.00	700.00	DOZEN						\$1,400.00
TOTAL									\$1,400.00
<b>PURCHASED INPUTS</b>									
	PRICE	QUANTITY		PURCHASED INPUTS					TOTAL
SEED	\$7.50	13	LBS	\$93.75					\$93.75
NITROGEN (N)	\$0.36	120	LBS	\$43.20					\$43.20
PHOSPHATE (P2O5)	\$0.33	45	LBS	\$14.85					\$14.85
HERBICIDE	\$19.28	1	ACRE	\$19.28					\$19.28
INSECTICIDE	\$13.18	2	X/ACRE	\$26.36					\$26.36
CANAL WATER		30	AC. IN.	\$9.00					\$9.00
SUBTOTAL				\$206.44					\$206.44
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	93 HP	0.14	HR		\$0.90	\$1.39	\$0.70	\$3.44	\$6.43
PLOW	93 HP	0.67	HR		\$4.32	\$6.67	\$3.14	\$10.01	\$24.13
SPRAY	65 HP	0.15	HR		\$0.97	\$1.02	\$0.21	\$6.42	\$8.62
FERT SPREADER	93 HP	0.05	HR		\$0.32	\$0.50	\$0.19	\$1.55	\$2.56
DISC	93 HP	0.14	HR		\$0.90	\$1.39	\$0.70	\$3.44	\$6.43
FLOAT	93 HP	0.24	HR		\$1.55	\$2.39	\$0.59	\$2.05	\$6.57
LISTER	65 HP	0.18	HR		\$1.16	\$1.23	\$0.49	\$18.06	\$20.94
PRE-IRRIGATE		0.75	HR		\$3.86				\$3.86
HAND PLANT		5.00	HR		\$25.75				\$25.75
SPRAY (2X)	65 HP	0.30	HR		\$1.94	\$2.04	\$0.42	\$12.85	\$17.25
CULTIVATOR (2X)	65 HP	0.42	HR		\$2.71	\$2.86	\$1.10	\$17.20	\$23.86
IRRIGATE (4X)		2.00	HR		\$10.30				\$10.30
SUBTOTAL		10.04	HR		\$54.68	\$19.48	\$7.53	\$75.01	\$156.70
<b>HARVEST OPERATIONS</b>									
HAND PICK		25.00	HR		\$128.75				\$128.75
HAUL	3/4 TON	6.25	HR		\$40.31	\$55.13	\$20.63	\$392.51	\$508.58
SUBTOTAL		31.25	HR		\$169.06	\$55.13	\$20.63	\$392.51	\$637.33
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		3.26	HR		\$21.04				\$21.04
EMPLOYEE BENEFITS					\$40.27				\$40.27
INSURANCE					\$4.47				\$4.47
LAND TAXES							\$0.34		\$0.34
SUPERVISION AND MANAGEMENT					\$107.28				\$107.28
OTHER EXPENSES					\$71.80				\$71.80
SUBTOTAL		3.26	HR		\$76.28	\$168.59		\$0.34	\$245.21
TOTAL OPERATING EXPENSES		13.30	HR		\$282.72	\$392.34	\$74.61	\$28.15	\$467.85
NET OPERATING PROFIT									\$154.33
INTEREST ON OPERATING CAPITAL	(	\$116.29	@	8.00%	)				\$9.30
INTEREST ON EQUIPMENT INVESTMENT									\$216.99
RETURN TO LAND AND RISK									(\$71.97)
<b>BUDGET SUMMARY</b>									
GROSS RETURN		\$1,400.00							
VARIABLE OPERATING EXPENSES	\$385.48								
RETURN OVER VARIABLE EXPENSES		\$1,014.52	(GROSS MARGIN)						
FIXED EXPENSES	\$467.85								
NET FARM INCOME		\$546.66	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$392.34								
NET OPERATING PROFIT		\$154.33	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$226.30								
RETURN TO LAND AND RISK		(\$71.97)							



TABLE 9. Summary of per acre costs and returns, 300 acre farm with above average management, Cibola County, 2003.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PERMANENT PASTURE EST.	PERMANENT PASTURE -----FLOOD-----	WHEAT FOR GRAIN	SWEET CORN
	TONS	TONS		AUMS	BU	DOZ
PRIMARY YIELD	3.50	4.00		6.00	65.00	700.00
PRIMARY PRICE	100.00	140.00		12.00	4.50	2.00
GOVERNMENT PAYMENTS	0.00	0.00		0.00	0.00	0.00
SECOND INCOME	0.00	10.00		0.00	122.00	0.00
GROSS RETURN	\$350.00	\$570.00		\$72.00	\$414.50	\$1,400.00
CASH OPERATING EXPENSES						
SEED	\$72.00		\$37.50		\$10.40	\$93.75
FERTILIZER		\$13.20				\$58.05
CHEMICALS		\$1.50				\$45.64
CROP INSURANCE					\$0.00	
OTHER PURCHASED INPUTS		\$13.37			\$5.57	
CANAL WATER	\$9.00	\$9.00	\$9.00	\$9.00	\$9.00	\$9.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$17.45	\$13.05	\$12.08	\$0.00	\$19.28	\$74.61
FUEL-IRRIGATION						
REPAIRS	\$8.26	\$8.05	\$4.97	\$0.00	\$8.37	\$28.15
CUSTOM CHARGES					\$28.92	
LAND TAXES	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34
OTHER EXPENSES	\$72.21	\$72.34	\$0.32	\$72.06	\$72.28	\$76.28
TOTAL CASH EXPENSES	\$179.27	\$130.84	\$64.21	\$81.40	\$154.17	\$385.82
RETURN OVER CASH EXPENSES	\$170.73	\$439.16	(\$64.21)	(\$9.40)	\$260.33	\$1,014.18
FIXED EXPENSES	\$34.86	\$31.62	\$21.50	\$13.70	\$30.58	\$467.52
TOTAL EXPENSES	\$214.13	\$162.46	\$85.71	\$95.10	\$184.75	\$853.34
NET FARM INCOME	\$135.87	\$407.54	(\$85.71)	(\$23.10)	\$229.75	\$546.66
LABOR AND MANAGEMENT COSTS	\$44.64	\$78.14	\$30.44	\$22.73	\$63.59	\$392.34
NET OPERATING PROFIT	\$91.23	\$329.40	(\$116.15)	(\$45.83)	\$166.16	\$154.33
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL	\$3.67	\$1.64		\$0.36	\$1.67	\$9.30
INTEREST ON EQUIPMENT INVESTMENT	\$32.20	\$25.89		\$0.00	\$29.91	\$216.99
TOTAL CAPITAL COSTS	\$35.87	\$27.53	\$0.00	\$0.36	\$31.58	\$226.30
RETURN TO LAND AND RISK	\$55.36	\$301.87	(\$116.15)	(\$46.19)	\$134.59	(\$71.97)

TABLE 10. Whole farm summary, Cibola County, 2003.

GROSS RETURNS		
ALFALFA HAY	200 ACRES	
CROP		\$112,000
GRAZING		\$2,000
PASTURE	40 ACRES	
GRAZING		\$2,880
WHEAT FOR GRAIN	20 ACRES	
CROP		\$5,850
GRAZING		\$440
STRAW		\$2,000
SWEET CORN	8 ACRES	
CROP		\$11,200
GROSS RETURN		\$136,370
CASH OPERATING EXPENSES		
SEED		\$2,833
FERTILIZER		\$3,104
CHEMICALS		\$665
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$2,785
CANAL WATER		\$2,655
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$4,053
FUEL-IRRIGATION		\$0
REPAIRS		\$2,218
CUSTOM CHARGES		\$578
LAND TAXES		\$99
OTHER EXPENSES		\$21,212
TOTAL CASH EXPENSES		\$40,204
RETURN OVER CASH EXPENSES		\$96,166
FIXED EXPENSES		\$11,906
TOTAL EXPENSES		\$52,110
NET FARM INCOME		\$84,260
LABOR AND MANAGEMENT COSTS		\$22,124
NET OPERATING PROFIT		\$62,135
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$542
INTEREST ON EQUIPMENT INVESTMENT		\$8,317
TOTAL CAPITAL COSTS		\$8,859
RETURN TO LAND AND RISK		\$53,276

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	\$41,276	16.01%
\$2,000 /ACRE	\$29,276	9.03%
\$3,000 /ACRE	\$17,276	6.29%
\$4,000 /ACRE	\$5,276	4.82%
\$5,000 /ACRE	(\$6,724)	3.91%

\* RETURN TO LAND AND RISK MINUS (INTEREST RATE TIMES LAND VALUE TIMES ACRES)

\*\* NET OPERATING PROFIT DIVIDED BY (MACHINERY AND EQUIPMENT VALUE PLUS LAND