

TABLE 1. Acreage Summary, Valencia and Souther Bernalillo Counties, Projected 2004.

BUDGET AREA.....	VALENCIA & SOUTHERN BERNALILLO COUNTIES
FARM SIZE.....	100 ACRES
IRRIGATION TYPE.....	FLOOD
NUMBER OF CROPS...	4

ACREAGE SUMMARY:	WATER USE		
	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	12.00 *	12	144
ALFALFA	71.00	44	3,124
SMALL GRAIN HAY	10.00	24	240
SORGHUM HAY	10.00 *	24	240
CORN SILAGE	10.00	42	420
ROADS, HOMESTEAD	9.00		
TOTAL	100.00		4,168
ACRE FEET PER ACRE OF WATER RIGHTS			3.47

* DOUBLE-CROPPED

TABLE 2. Basic cost information for Valencia and Southern Bernalillo Counties, Projected 2004.

Item		
Labor Wage Rate:	\$/hour	\$5.15
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.29
Phosphate (P205)	\$/pound	\$0.20
Anhydrous Ammonia (NH3)	\$/ton	\$450.00
Seed:		
Alfalfa	\$/pound	\$2.80
Oats	\$/pound	\$0.30
Corn	\$/bag	\$85.00
Sorghum	\$/pound	\$1.30
Baling Wire	\$/pound	\$0.38
Canal water	\$/acre	\$28.00
Energy:		
Butane	\$/gallon	\$1.21
Diesel fuel	\$/gallon	\$1.50
Gasoline	\$/gallon	\$1.45
Electricity	Cents/KwHr	8.42
Natural Gas	\$/MCF	\$7.23
Employee Liability Insurance	\$/ \$1,000 wages	\$20.00
Employee Benefits	percent/wages	18.00%
Labor Downtime	percent	25.00%
Financial Rates:		
Operating Capital Interest Rate	percent	6.50%
Land Interest Rate	percent	6.00%
Equipment Interest Rate	percent	6.50%
Real Interest Rate	percent	4.00%
Land Taxes	\$483.00 /acre (full value)	\$5.33
Personal Property Tax Rate	- NR - R	\$/ \$1,000 (Assessed Value) \$27.12
Supervision Factors		
Irrigation	\$/labor hour	\$1.00
Equipment & General	\$/labor hour	\$0.50
Management Rate	percent	7.00%

TABLE 3. Overhead cost information for Valencia and Southern Bernalillo Counties, Projected 2004.

Item		
Electricity (Domestic & Shop)	\$130.00 per month	\$1,560
Telephone	\$90.00 per month	\$1,080
Accounting & Legal		\$540
Misc. Supplies & Hand Tools		\$545
Pickup and Auto		
miles	10,300 @	\$0.365 per mile
		\$3,760
Insurance		
- general liability (non-employee)		\$1,145
- fire/theft		\$760
Property Taxes		
- non-planted land		\$86
- other than land & machinery		\$335
Building repairs and maintenance		\$570
Dues, fees, publications		\$310
Farmstead Equipment		\$185
Total		\$10,876
Total per planted acre		\$119.51

TABLE 4. Equipment summary for a 100 acre farm with above average management, Valencia and Southern Bernalillo Counties, Projected 2004.

EQUIPMENT		ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	VARIABLE COSTS			FIXED COSTS			
ITEM & SIZE	FUEL, OIL, LUBRICANT				REPAIR	FUEL, OIL PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HR	
TRACTOR	50 HP	79	1	\$6,700	\$430	\$157	\$5.42	\$1.98	\$1,100	\$121	\$15.41
TRACTOR	95 HP	41	1	\$19,045	\$427	\$53	\$10.30	\$1.29	\$1,430	\$237	\$40.25
BALER, PTO	2 WIRE	66	1	\$1,600		\$66		\$1.00	\$385	\$43	\$6.48
CULTIVATOR	4 ROW	4	1	\$1,500		\$8		\$1.86	\$200	\$17	\$51.56
LAND PLANE	12 FT	5	1	\$2,500		\$0		\$0.10	\$333	\$28	\$75.20
DISC	12 FT	13	1	\$2,250		\$24		\$1.94	\$300	\$25	\$25.82
LISTER/PLANTER	4 ROW	3	1	\$2,000		\$3		\$1.20	\$500	\$28	\$202.93
PLOW (2-WAY)	3 BOTTOM	21	1	\$3,350		\$56		\$2.61	\$447	\$37	\$22.56
DRILL	10 FT	8	1	\$1,800		\$11		\$1.37	\$360	\$20	\$47.48
SWATHER	14 FT	50	1	\$3,900	\$282	\$146	\$5.62	\$2.90	\$1,450	\$160	\$32.05
BORDER DISC	6 DISC	1	1	\$750		\$1		\$0.93	\$100	\$8	\$98.44
				\$45,395	\$1,139	\$526			\$6,605	\$723	

TABLE 5. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 100 acre farm with above average management, Valencia and Southern Bernalillo Counties Projected 2004.

Planting dates: August 15 - September 15									
ITEM	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL
<u>PURCHASED INPUTS</u>									
SEED	\$2.80	20 LBS	\$56.00						\$56.00
PHOSPHATE (P2O5)	\$0.20	90 LBS	\$18.00						\$18.00
NITROGEN (N)	\$0.29	35 LBS	\$10.15						\$10.15
CANAL WATER		12 AC. IN.							
SUBTOTAL			\$84.15						\$84.15
<u>PREHARVEST OPERATIONS</u>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	96 HP	0.17 HR		\$0.88	\$1.75	\$0.55	\$11.23	\$14.41	
PLOW	96 HP	0.67 HR		\$3.45	\$6.90	\$2.61	\$42.08	\$55.05	
DISC	96 HP	0.17 HR		\$0.88	\$1.75	\$0.55	\$11.23	\$14.41	
LASER PLANE (CUSTOM)			\$70.71					\$70.71	
BORDER DISC	50 HP	0.05 HR		\$0.26	\$0.27	\$0.15	\$5.69	\$6.37	
DRILL	50 HP	0.25 HR		\$1.29	\$1.36	\$0.84	\$15.72	\$19.21	
IRRIGATE (2X)		1.00 HR		\$5.15				\$5.15	
SUBTOTAL		2.31 HR	\$70.71	\$11.90	\$12.03	\$4.69	\$85.97	\$185.30	
<u>OVERHEAD EXPENSES</u>									
DOWNTIME		0.33 HR		\$1.69				\$1.69	
EMPLOYEE BENEFITS				\$2.14				\$2.14	
INSURANCE			\$0.24					\$0.24	
SUPERVISION AND MANAGEMENT				\$20.52				\$20.52	
SUBTOTAL		0.33 HR	\$0.24	\$24.34				\$24.58	
<u>TOTAL OPERATING EXPENSES</u>		2.64 HR	\$155.10	\$36.24	\$12.03	\$4.69	\$85.97	\$294.03	

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 100 acre farm with above average management, Valencia and Southern Bernalillo Counties, Projected 2004.
Harvesting dates: June 1 - October 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
ALFALFA HAY	\$135.00	5.50 TONS (STACKED)						\$742.50	
GRAZING	\$10.00	1.00 ACRE						\$10.00	
TOTAL							\$752.50		
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
PHOSPHATE (P2O5)	\$0.20	90 LBS	\$18.00					\$18.00	
INSECTICIDE (CUSTOM)	\$21.71	1 X/ACRE	\$21.71					\$21.71	
WIRE	\$0.36	43 LBS	\$15.39					\$15.39	
ESTABLISHMENT: Principal		6 YEARS					\$49.01	\$49.01	
: Interest							\$8.30	\$8.30	
CANAL WATER		44 AC. IN.	\$28.00					\$28.00	
SUBTOTAL			\$83.10				\$57.31	\$140.41	
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
IRRIGATE (8X)		4.00 HR		\$20.60				\$20.60	
HARVEST OPERATIONS									
SWATHER (4X)	14 FT.	0.64 HR		\$3.30	\$3.59	\$1.86	\$20.51	\$29.26	
BALER, PTO (4X)	50 HP	0.84 HR		\$4.33	\$4.56	\$2.50	\$18.39	\$29.78	
BALE WAGON (CUSTOM) (2X)			\$23.40					\$23.40	
SUBTOTAL			1.48 HR	\$23.40	\$7.62	\$8.15	\$4.36	\$38.91	\$82.44
OVERHEAD EXPENSES									
DOWNTIME		0.37 HR		\$1.91				\$1.91	
EMPLOYEE BENEFITS				\$5.08				\$5.08	
INSURANCE			\$0.56					\$0.56	
LAND TAXES							\$5.33	\$5.33	
SUPERVISION AND MANAGEMENT				\$57.42				\$57.42	
OTHER EXPENSES			\$119.51					\$119.51	
SUBTOTAL			0.37 HR	\$120.08	\$64.40		\$5.33	\$189.81	
TOTAL OPERATING EXPENSES			5.85 HR	\$226.58	\$92.62	\$8.15	\$4.36	\$101.55	\$433.26
NET OPERATING PROFIT								\$319.24	
INTEREST ON OPERATING CAPITAL		(\$44.54 @ 6.50%						\$2.90	
INTEREST ON EQUIPMENT INVESTMENT								\$22.77	
RETURN TO LAND AND RISK								\$293.57	

BUDGET SUMMARY

GROSS RETURN		\$752.50	
VARIABLE OPERATING EXPENSES	\$239.09		
RETURN OVER VARIABLE EXPENSES	\$513.41		(GROSS MARGIN)
FIXED EXPENSES	\$101.55		
NET FARM INCOME	\$411.87		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$92.62		
NET OPERATING PROFIT	\$319.24		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$25.67		
RETURN TO LAND AND RISK	\$293.57		

TABLE 7. Small grain hay, flood-irrigated, budgeted per acre costs and returns for a 100 acre farm with above average management, Valencia and Southern Bernalillo Counties, Projected 2004.
 Planting dates: March 1 - May 1
 Harvesting dates: June 15 - July 15

ITEM	PRICE	YIELD					TOTAL	
GROSS RETURNS								
SMALL GRAIN HAY	\$125.00	3.75 TONS (STACKED)					\$468.75	
TOTAL						\$468.75		
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$0.30	80 LBS	\$24.00					\$24.00
WIRE	\$0.36	26 LBS	\$9.31					\$9.31
CANAL WATER		24 AC. IN.	\$28.00					\$28.00
SUBTOTAL			\$61.31					\$61.31
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	96 HP	0.67 HR		\$3.45	\$6.90	\$2.61	\$42.08	\$55.05
DISC (2X)	96 HP	0.34 HR		\$1.75	\$3.50	\$1.10	\$22.47	\$28.82
PLANE	96 HP	0.24 HR		\$1.24	\$2.47	\$0.33	\$27.71	\$31.75
BORDER DISC	50 HP	0.05 HR		\$0.26	\$0.27	\$0.15	\$5.69	\$6.37
DRILL	50 HP	0.25 HR		\$1.29	\$1.36	\$0.84	\$15.72	\$19.21
IRRIGATE (4X)		2.00 HR		\$10.30				\$10.30
SUBTOTAL		3.55 HR		\$18.28	\$14.51	\$5.02	\$113.67	\$151.49
HARVEST OPERATIONS								
SWATHER	14 FT.	0.16 HR		\$0.82	\$0.90	\$0.46	\$5.13	\$7.31
BALER, PTO	50 HP	0.21 HR		\$1.08	\$1.14	\$0.63	\$4.60	\$7.44
BALEWAGON			\$27.30					\$27.30
SUBTOTAL		0.37 HR		\$1.91	\$2.04	\$1.09	\$9.73	\$42.06
OVERHEAD EXPENSES								
DOWNTIME		0.48 HR		\$2.47				\$2.47
EMPLOYEE BENEFITS				\$3.63				\$3.63
INSURANCE			\$0.40					\$0.40
LAND TAXES							\$2.67	\$2.67
SUPERVISION AND MANAGEMENT				\$35.77				\$35.77
OTHER EXPENSES			\$59.76					\$59.76
SUBTOTAL		0.48 HR	\$60.16	\$41.88			\$2.67	\$104.70
TOTAL OPERATING EXPENSES		4.40 HR	\$121.47	\$62.07	\$16.54	\$6.11	\$126.07	\$359.56
NET OPERATING PROFIT							\$109.19	
INTEREST ON OPERATING CAPITAL		(\$35.80 @ 6.50%)					\$2.33	
INTEREST ON EQUIPMENT INVESTMENT							\$25.00	
RETURN TO LAND AND RISK							\$81.86	
BUDGET SUMMARY								
GROSS RETURN			\$468.75					
VARIABLE OPERATING EXPENSES	\$144.13							
RETURN OVER VARIABLE EXPENSES		\$324.62	(GROSS MARGIN)					
FIXED EXPENSES	\$126.07							
NET FARM INCOME		\$198.56	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$62.07							
NET OPERATING PROFIT		\$136.49	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$27.33							
RETURN TO LAND AND RISK							\$109.16	

TABLE 8. Sorghum hay, flood-irrigated, budgeted per acre costs and returns for a 100 acre farm with above average management, Valencia and Southern Bernalillo Count Projected 2004.

Planting dates: July 1 - July 31

Harvesting dates: August 10 - September 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
SORGHUM HAY	\$125.00	3.75 TONS (STACKED)	\$468.75
GRAZING	\$5.00	1.00 ACRE	\$5.00
TOTAL			\$473.75

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.30	35 LBS	\$45.50		\$45.50
WIRE	\$0.36	17 LBS	\$6.09		\$6.09
CANAL WATER		24 AC. IN.	\$28.00		\$28.00
SUBTOTAL			\$79.59		\$79.59

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	96 HP	0.17 HR		\$0.88	\$1.75	\$0.55	\$11.23	\$14.41
DRILL	50 HP	0.25 HR		\$1.29	\$1.36	\$0.84	\$15.72	\$19.21
IRRIGATE (4X)		2.00 HR		\$10.30				\$10.30
SUBTOTAL		2.42 HR		\$12.46	\$3.11	\$1.38	\$26.96	\$43.91

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER (2X)	14 FT.	0.32 HR		\$1.65	\$1.80	\$0.93	\$10.26	\$14.63
BALER, PTO (2X)	50 HP	0.42 HR		\$2.16	\$2.28	\$1.25	\$9.20	\$14.89
BALEWAGON			\$23.40					\$23.40
SUBTOTAL		0.74 HR		\$3.81	\$4.07	\$2.18	\$19.45	\$52.92

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.29 HR		\$1.49				\$1.49
EMPLOYEE BENEFITS			\$2.93				\$2.93
INSURANCE		\$0.33					\$0.33
LAND TAXES						\$2.67	\$2.67
SUPERVISION AND MANAGEMENT			\$35.74				\$35.74
OTHER EXPENSES		\$59.76					\$59.76
SUBTOTAL	0.29 HR	\$60.08	\$40.17			\$2.67	\$102.91

TOTAL OPERATING EXPENSES 3.45 HR \$139.67 \$56.44 \$7.18 \$3.56 \$49.08 \$279.33

NET OPERATING PROFIT \$194.42

INTEREST ON OPERATING CAPITAL (\$41.44 @ 6.50%) \$2.69
 INTEREST ON EQUIPMENT INVESTMENT \$25.00

RETURN TO LAND AND RISK \$166.73

BUDGET SUMMARY

GROSS RETURN		\$473.75	
VARIABLE OPERATING EXPENSES	\$150.41		
RETURN OVER VARIABLE EXPENSES	\$323.34		(GROSS MARGIN)
FIXED EXPENSES	\$49.08		
NET FARM INCOME	\$274.26		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$56.44		
NET OPERATING PROFIT	\$217.82		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$27.69		
RETURN TO LAND AND RISK	\$190.13		

TABLE 9. Corn silage, flood-irrigated, budgeted per acre costs and returns for a 100 acre farm with above average management, Valencia and Southern Bernalillo Counties, Projected 2004.
 Planting dates: May 1 - June 15
 Harvesting dates: August 15 - September 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN SILAGE	\$18.00	18.00 TONS (STANDING)	\$324.00
TOTAL			\$324.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.06	30 000	\$31.88		\$31.88
ANHYDROUS AMMONIA (NH3)	\$0.23	125 LBS	\$28.13		\$28.13
HERBICIDE (GRANULAR)	\$6.85	1 ACRE	\$6.85		\$6.85
INSECTICIDE (GRANULAR)	\$34.24	1 ACRE	\$34.24		\$34.24
CANAL WATER		42 AC. IN.	\$28.00		\$28.00
SUBTOTAL			\$129.09		\$129.09

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	96 HP	0.67 HR		\$3.45	\$6.90	\$2.61	\$42.08	\$55.05
DISC (2X)	96 HP	0.34 HR		\$1.75	\$3.50	\$1.10	\$22.47	\$28.82
LAND PLANE	96 HP	0.24 HR		\$1.24	\$2.47	\$0.33	\$27.71	\$31.75
LISTER/PLANTER	96 HP	0.26 HR		\$1.34	\$2.68	\$0.65	\$63.23	\$67.89
CULTIVATOR (2X)	50 HP	0.42 HR		\$2.16	\$2.28	\$1.61	\$28.13	\$34.18
IRRIGATE (8X)		4.00 HR		\$20.60				\$20.60
SUBTOTAL		5.93 HR		\$30.54	\$17.84	\$6.30	\$183.61	\$238.29

OVERHEAD EXPENSES

DOWNTIME	0.48 HR		\$2.48					\$2.48
EMPLOYEE BENEFITS			\$5.50					\$5.50
INSURANCE			\$0.61					\$0.61
LAND TAXES							\$5.33	\$5.33
SUPERVISION AND MANAGEMENT				\$27.65				\$27.65
OTHER EXPENSES			\$119.51					\$119.51
SUBTOTAL	0.48 HR		\$120.12	\$35.63			\$5.33	\$161.08

TOTAL OPERATING EXPENSES 6.41 HR \$249.21 \$66.17 \$17.84 \$6.30 \$188.95 \$528.46

NET OPERATING PROFIT (\$204.46)

INTEREST ON OPERATING CAPITAL (\$70.58 @ 6.50%) \$4.59
 INTEREST ON EQUIPMENT INVESTMENT \$99.51

RETURN TO LAND AND RISK (\$308.56)

BUDGET SUMMARY

GROSS RETURN	\$324.00	
VARIABLE OPERATING EXPENSES	\$273.35	
RETURN OVER VARIABLE EXPENSES	\$50.65	(GROSS MARGIN)
FIXED EXPENSES	\$188.95	
NET FARM INCOME	(\$138.30)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$66.17	
NET OPERATING PROFIT	(\$204.46)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$104.10	
RETURN TO LAND AND RISK	(\$308.56)	

TABLE 10. Summary of per acre costs and returns for a 100 acre farm with above average average management
Projected 2004.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	SMALL GRAIN HAY	SORGHUM HAY	CORN FOR SILAGE
		TONS	TONS	TONS	TONS
PRIMARY YIELD		5.50	3.75	3.75	18.00
PRIMARY PRICE		\$135.00	\$125.00	\$125.00	\$18.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME		\$10.00	\$0.00	\$5.00	\$0.00
GROSS RETURN		\$752.50	\$468.75	\$473.75	\$324.00
CASH OPERATING EXPENSES					
SEED	\$56.00		\$24.00	\$45.50	\$31.88
FERTILIZER	\$28.15	\$18.00			\$28.13
CHEMICALS		\$21.71			\$41.09
CROP INSURANCE					
OTHER PURCHASED INPUTS		\$15.39	\$9.31	\$6.09	
CANAL WATER		\$28.00	\$28.00	\$28.00	\$28.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$12.03	\$8.15	\$16.54	\$7.18	\$17.84
FUEL-IRRIGATION					
REPAIRS	\$4.69	\$4.36	\$6.11	\$3.56	\$6.30
CUSTOM CHARGES	\$70.71	\$23.40			
LAND TAXES		\$5.33	\$2.67	\$2.67	\$5.33
OTHER EXPENSES	\$0.24	\$120.08	\$60.16	\$60.08	\$120.12
TOTAL CASH EXPENSES	\$171.82	\$244.42	\$146.79	\$153.08	\$278.68
RETURN OVER CASH EXPENSES	(\$171.82)	\$508.08	\$321.96	\$320.67	\$45.32
FIXED EXPENSES	\$85.97	\$96.21	\$123.40	\$46.41	\$183.61
TOTAL EXPENSES	\$257.79	\$340.63	\$270.19	\$199.49	\$462.30
NET FARM INCOME	(\$257.79)	\$411.87	\$198.56	\$274.26	(\$138.30)
LABOR AND MANAGEMENT COSTS	\$36.24	\$92.62	\$62.07	\$56.44	\$66.17
NET OPERATING PROFIT	(\$294.03)	\$319.24	\$136.49	\$217.82	(\$204.46)
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL		\$2.90	\$2.33	\$2.69	\$4.59
INTEREST ON EQUIPMENT INVESTMENT		\$22.77	\$25.00	\$25.00	\$99.51
TOTAL CAPITAL COSTS	\$0.00	\$25.67	\$27.33	\$27.69	\$104.10
RETURN TO LAND AND RISK	(\$294.03)	\$293.57	\$109.16	\$190.13	(\$308.56)

TABLE 11. Whole farm summary, Valencia and Southern Bernalillo Counties,
Projected 2004.

GROSS RETURNS		
ALFALFA HAY	71.00 ACRES	
CROP		\$52,718
GRAZING		\$710
SMALL GRAIN HAY	10.00 ACRES	
CROP		\$4,688
SORGHUM HAY	10.00 ACRES	
CROP		\$4,688
GRAZING		\$50
CORN FOR SILAGE	10.00 ACRES	
CROP		\$3,240
GROSS RETURN		<u>\$66,093</u>
CASH OPERATING EXPENSES		
SEED		\$1,686
FERTILIZER		\$1,897
CHEMICALS		\$1,952
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$1,247
CANAL WATER		\$2,828
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$1,139
FUEL-IRRIGATION		\$0
REPAIRS		\$526
CUSTOM CHARGES		\$2,510
LAND TAXES		\$485
OTHER EXPENSES		\$10,932
TOTAL CASH EXPENSES		<u>\$25,201</u>
RETURN OVER CASH EXPENSES		\$40,891
FIXED EXPENSES		\$7,918
TOTAL EXPENSES		\$33,119
NET FARM INCOME		\$32,974
LABOR AND MANAGEMENT COSTS		\$8,858
NET OPERATING PROFIT		\$24,116
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$302
INTEREST ON EQUIPMENT INVESTMENT		\$3,112
TOTAL CAPITAL COSTS		<u>\$3,414</u>
RETURN TO LAND AND RISK		<u>\$20,702</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$5,000 /ACRE	\$702	4.42%
\$6,500 /ACRE	(\$5,298)	3.47%
\$8,000 /ACRE	(\$11,298)	2.85%
\$9,500 /ACRE	(\$17,298)	2.42%
\$11,000 /ACRE	(\$23,298)	2.11%
\$12,500 /ACRE	(\$29,298)	1.86%

* 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)