

MICROCOMPUTER CROP COST AND RETURN GENERATOR

BUDGET AREA..... ESTANCIA BASIN, TORRANCE AND SANTA FE COU|Projected 2009.
FARM SIZE..... 900.00 ACRES
IRRIGATION TYPE..... SPRINKLER and FLOOD
NUMBER OF CROPS..... 6

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TABLE 1. Acreage Summary, Torrance and Santa Fe Counties, Projected 2009.

BUDGET AREA..... ESTANCIA BASIN, TORRANCE AND SANTA FE COUNTIES			
FARM SIZE..... 900 ACRES			
IRRIGATION TYPE..... SPRINKLER and FLOOD			
NUMBER OF CROPS.. 6			
	<u>WATER USE</u>		
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	64.00 *	4	256
ALFALFA	320.00	44	14,080
WHEAT	68.00	15	1,020
ARP	0.00		
FLEX IN CORN FOR SILAGE	12.00	28	336
CORN FOR GRAIN	134.00	28	3,752
ARP	0.00		
FLEX IN CORN FOR SILAGE	24.00	28	672
CORN SILAGE	160.00	30	4,800
PINTO BEANS	80.00	12	960
IDLE, ROADS, HOMESTEAD	100.00		
TOTAL	898.00		25,876
ACRE FEET PER ACRE OF WATER RIGHTS			2.40

* DOUBLE-CROPPED

TABLE 2. Basic cost information for the Estancia Basin, Projected 2009.

Item		
Labor Wage Rate:		
Equipment operators	\$/hour	\$7.55
General & Irrigators	\$/hour	\$7.25
Purchased Inputs:		
Fertilizer:		
Anhydrous Ammonia (NH3)	\$/ton	\$755.00
Nitrogen (N)	\$/pound	\$0.62
Phosphate (P205)	\$/pound	\$0.58
Potash (K20)	\$/pound	\$0.35
Seed:		
Alfalfa	\$/pound	\$4.00
Wheat	\$/pound	\$0.26
Corn	\$/bag	\$220.00
Pinto Beans	\$/pound	\$0.51
Baling Wire	\$/pound	\$0.55
Baling Twine	\$/pound	\$0.29
Natural gas (service charge)	\$/MCF	\$5.90
Diesel fuel	\$/gallon	\$2.80
Gasoline	\$/gallon	\$2.50
Electricity	cents/KwHr	7.59
LP Gas	\$/gallon	\$2.40
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	7.50%
Land Interest Rate	percent	7.25%
Equipment Interest Rate	percent	7.50%
Real Interest Rate	percent	3.00%
Land Taxes	\$100.00 /acre (full value)	\$0.80
Personal Property Tax Rate	- NR - R	-\$1,000 (Assessed Value) \$17.45
Supervision Factors		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equipment & General	\$/labor hour	\$0.50
Management Rate	percent	7.00%

TABLE 3. Overhead cost information for the Estancia Basin, Projected 2009.

Item		
Electricity (Domestic & Shop)	\$232.00 per month	\$2,784
Telephone	\$133.40 per month	\$1,601
Accounting & Legal		\$1,653
Misc. Supplies & Hand Tools		\$2,482
Pickup and Auto		
miles	29,870 @	\$0.415 per mile
@		\$12,396
Insurance		
- general liability (non-employee)		\$2,169
- fire/theft		\$1,827
Property Taxes		
- non-planted land		\$0
- other than land & machinery		\$6,010
Building repairs and maintenance		\$1,392
Dues, fees, publications		\$418
Farmstead Equipment		\$180
Total		\$32,912
Total Per Planted Acre		\$41.24

Table 2. Pumping station and station equipment costs. Estimated costs.

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 1	STATION 1	100,000	50,000	150,000
STATION 2	STATION 2	200,000	100,000	300,000
STATION 3	STATION 3	300,000	150,000	450,000
STATION 4	STATION 4	400,000	200,000	600,000
STATION 5	STATION 5	500,000	250,000	750,000
STATION 6	STATION 6	600,000	300,000	900,000
STATION 7	STATION 7	700,000	350,000	1,050,000
STATION 8	STATION 8	800,000	400,000	1,200,000
STATION 9	STATION 9	900,000	450,000	1,350,000
STATION 10	STATION 10	1,000,000	500,000	1,500,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 11	STATION 11	1,100,000	550,000	1,650,000
STATION 12	STATION 12	1,200,000	600,000	1,800,000
STATION 13	STATION 13	1,300,000	650,000	1,950,000
STATION 14	STATION 14	1,400,000	700,000	2,100,000
STATION 15	STATION 15	1,500,000	750,000	2,250,000
STATION 16	STATION 16	1,600,000	800,000	2,400,000
STATION 17	STATION 17	1,700,000	850,000	2,550,000
STATION 18	STATION 18	1,800,000	900,000	2,700,000
STATION 19	STATION 19	1,900,000	950,000	2,850,000
STATION 20	STATION 20	2,000,000	1,000,000	3,000,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 21	STATION 21	2,100,000	1,050,000	3,150,000
STATION 22	STATION 22	2,200,000	1,100,000	3,300,000
STATION 23	STATION 23	2,300,000	1,150,000	3,450,000
STATION 24	STATION 24	2,400,000	1,200,000	3,600,000
STATION 25	STATION 25	2,500,000	1,250,000	3,750,000
STATION 26	STATION 26	2,600,000	1,300,000	3,900,000
STATION 27	STATION 27	2,700,000	1,350,000	4,050,000
STATION 28	STATION 28	2,800,000	1,400,000	4,200,000
STATION 29	STATION 29	2,900,000	1,450,000	4,350,000
STATION 30	STATION 30	3,000,000	1,500,000	4,500,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 31	STATION 31	3,100,000	1,550,000	4,650,000
STATION 32	STATION 32	3,200,000	1,600,000	4,800,000
STATION 33	STATION 33	3,300,000	1,650,000	4,950,000
STATION 34	STATION 34	3,400,000	1,700,000	5,100,000
STATION 35	STATION 35	3,500,000	1,750,000	5,250,000
STATION 36	STATION 36	3,600,000	1,800,000	5,400,000
STATION 37	STATION 37	3,700,000	1,850,000	5,550,000
STATION 38	STATION 38	3,800,000	1,900,000	5,700,000
STATION 39	STATION 39	3,900,000	1,950,000	5,850,000
STATION 40	STATION 40	4,000,000	2,000,000	6,000,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 41	STATION 41	4,100,000	2,050,000	6,150,000
STATION 42	STATION 42	4,200,000	2,100,000	6,300,000
STATION 43	STATION 43	4,300,000	2,150,000	6,450,000
STATION 44	STATION 44	4,400,000	2,200,000	6,600,000
STATION 45	STATION 45	4,500,000	2,250,000	6,750,000
STATION 46	STATION 46	4,600,000	2,300,000	6,900,000
STATION 47	STATION 47	4,700,000	2,350,000	7,050,000
STATION 48	STATION 48	4,800,000	2,400,000	7,200,000
STATION 49	STATION 49	4,900,000	2,450,000	7,350,000
STATION 50	STATION 50	5,000,000	2,500,000	7,500,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 51	STATION 51	5,100,000	2,550,000	7,650,000
STATION 52	STATION 52	5,200,000	2,600,000	7,800,000
STATION 53	STATION 53	5,300,000	2,650,000	7,950,000
STATION 54	STATION 54	5,400,000	2,700,000	8,100,000
STATION 55	STATION 55	5,500,000	2,750,000	8,250,000
STATION 56	STATION 56	5,600,000	2,800,000	8,400,000
STATION 57	STATION 57	5,700,000	2,850,000	8,550,000
STATION 58	STATION 58	5,800,000	2,900,000	8,700,000
STATION 59	STATION 59	5,900,000	2,950,000	8,850,000
STATION 60	STATION 60	6,000,000	3,000,000	9,000,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 61	STATION 61	6,100,000	3,050,000	9,150,000
STATION 62	STATION 62	6,200,000	3,100,000	9,300,000
STATION 63	STATION 63	6,300,000	3,150,000	9,450,000
STATION 64	STATION 64	6,400,000	3,200,000	9,600,000
STATION 65	STATION 65	6,500,000	3,250,000	9,750,000
STATION 66	STATION 66	6,600,000	3,300,000	9,900,000
STATION 67	STATION 67	6,700,000	3,350,000	10,050,000
STATION 68	STATION 68	6,800,000	3,400,000	10,200,000
STATION 69	STATION 69	6,900,000	3,450,000	10,350,000
STATION 70	STATION 70	7,000,000	3,500,000	10,500,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 71	STATION 71	7,100,000	3,550,000	10,650,000
STATION 72	STATION 72	7,200,000	3,600,000	10,800,000
STATION 73	STATION 73	7,300,000	3,650,000	10,950,000
STATION 74	STATION 74	7,400,000	3,700,000	11,100,000
STATION 75	STATION 75	7,500,000	3,750,000	11,250,000
STATION 76	STATION 76	7,600,000	3,800,000	11,400,000
STATION 77	STATION 77	7,700,000	3,850,000	11,550,000
STATION 78	STATION 78	7,800,000	3,900,000	11,700,000
STATION 79	STATION 79	7,900,000	3,950,000	11,850,000
STATION 80	STATION 80	8,000,000	4,000,000	12,000,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 81	STATION 81	8,100,000	4,050,000	12,150,000
STATION 82	STATION 82	8,200,000	4,100,000	12,300,000
STATION 83	STATION 83	8,300,000	4,150,000	12,450,000
STATION 84	STATION 84	8,400,000	4,200,000	12,600,000
STATION 85	STATION 85	8,500,000	4,250,000	12,750,000
STATION 86	STATION 86	8,600,000	4,300,000	12,900,000
STATION 87	STATION 87	8,700,000	4,350,000	13,050,000
STATION 88	STATION 88	8,800,000	4,400,000	13,200,000
STATION 89	STATION 89	8,900,000	4,450,000	13,350,000
STATION 90	STATION 90	9,000,000	4,500,000	13,500,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 91	STATION 91	9,100,000	4,550,000	13,650,000
STATION 92	STATION 92	9,200,000	4,600,000	13,800,000
STATION 93	STATION 93	9,300,000	4,650,000	13,950,000
STATION 94	STATION 94	9,400,000	4,700,000	14,100,000
STATION 95	STATION 95	9,500,000	4,750,000	14,250,000
STATION 96	STATION 96	9,600,000	4,800,000	14,400,000
STATION 97	STATION 97	9,700,000	4,850,000	14,550,000
STATION 98	STATION 98	9,800,000	4,900,000	14,700,000
STATION 99	STATION 99	9,900,000	4,950,000	14,850,000
STATION 100	STATION 100	10,000,000	5,000,000	15,000,000

Table 3. Equipment costs for a 100-acre irrigation unit with average management. Estimated costs.

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 101	STATION 101	100,000	50,000	150,000
STATION 102	STATION 102	200,000	100,000	300,000
STATION 103	STATION 103	300,000	150,000	450,000
STATION 104	STATION 104	400,000	200,000	600,000
STATION 105	STATION 105	500,000	250,000	750,000
STATION 106	STATION 106	600,000	300,000	900,000
STATION 107	STATION 107	700,000	350,000	1,050,000
STATION 108	STATION 108	800,000	400,000	1,200,000
STATION 109	STATION 109	900,000	450,000	1,350,000
STATION 110	STATION 110	1,000,000	500,000	1,500,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 111	STATION 111	1,100,000	550,000	1,650,000
STATION 112	STATION 112	1,200,000	600,000	1,800,000
STATION 113	STATION 113	1,300,000	650,000	1,950,000
STATION 114	STATION 114	1,400,000	700,000	2,100,000
STATION 115	STATION 115	1,500,000	750,000	2,250,000
STATION 116	STATION 116	1,600,000	800,000	2,400,000
STATION 117	STATION 117	1,700,000	850,000	2,550,000
STATION 118	STATION 118	1,800,000	900,000	2,700,000
STATION 119	STATION 119	1,900,000	950,000	2,850,000
STATION 120	STATION 120	2,000,000	1,000,000	3,000,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 121	STATION 121	2,100,000	1,050,000	3,150,000
STATION 122	STATION 122	2,200,000	1,100,000	3,300,000
STATION 123	STATION 123	2,300,000	1,150,000	3,450,000
STATION 124	STATION 124	2,400,000	1,200,000	3,600,000
STATION 125	STATION 125	2,500,000	1,250,000	3,750,000
STATION 126	STATION 126	2,600,000	1,300,000	3,900,000
STATION 127	STATION 127	2,700,000	1,350,000	4,050,000
STATION 128	STATION 128	2,800,000	1,400,000	4,200,000
STATION 129	STATION 129	2,900,000	1,450,000	4,350,000
STATION 130	STATION 130	3,000,000	1,500,000	4,500,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 131	STATION 131	3,100,000	1,550,000	4,650,000
STATION 132	STATION 132	3,200,000	1,600,000	4,800,000
STATION 133	STATION 133	3,300,000	1,650,000	4,950,000
STATION 134	STATION 134	3,400,000	1,700,000	5,100,000
STATION 135	STATION 135	3,500,000	1,750,000	5,250,000
STATION 136	STATION 136	3,600,000	1,800,000	5,400,000
STATION 137	STATION 137	3,700,000	1,850,000	5,550,000
STATION 138	STATION 138	3,800,000	1,900,000	5,700,000
STATION 139	STATION 139	3,900,000	1,950,000	5,850,000
STATION 140	STATION 140	4,000,000	2,000,000	6,000,000

STATION	STATION TYPE	STATION COST	EQUIPMENT COST	TOTAL COST
STATION 141	STATION 141	4,100,000	2,050,000	6,150,000
STATION 142	STATION 142	4,200,000	2,100,000	6,300,000
STATION 143	STATION 143	4,300,000	2,150,000	6,450,000
STATION 144	STATION 144	4,400,000	2,200,000	6,600,000
STATION 145	STATION 145	4,500,000	2,250,000	6,750,000
STATION 146	STATION 146			

TABLE 6. Alfalfa establishment, sprinkler-irrigated, budgeted per acre costs and returns for a 900 acre farm above average management, Estancia Basin, Projected 2009.
Planting dates: August 1 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
PURCHASED INPUTS								
SEED	\$4.00	20 LBS	\$80.00					\$80.00
PUMP WATER*		4 AC. IN.						\$0.00
								\$0.00
SUBTOTAL			\$80.00					\$80.00
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.18 HR		\$1.36	\$5.22	\$2.38	\$3.97	\$12.93
CHISEL	185 HP	0.20 HR		\$1.51	\$5.80	\$1.45	\$3.51	\$12.28
DISC	185 HP	0.09 HR		\$0.68	\$2.61	\$1.19	\$1.99	\$6.47
FERT SPREADER	65 HP	0.05 HR		\$0.38	\$0.61	\$0.11	\$0.60	\$1.69
PLANE	185 HP	0.19 HR		\$1.43	\$5.51	\$1.12	\$3.76	\$11.82
DRILL	65 HP	0.21 HR		\$1.59	\$2.55	\$0.49	\$4.39	\$9.02
IRRIGATE (2X)		0.20 HR		\$1.45	\$14.35	\$0.00	\$1.19	\$16.99
SUBTOTAL		1.12 HR		\$8.40	\$36.65	\$6.75	\$19.40	\$71.20
OVERHEAD EXPENSES								
DOWNTIME		0.23 HR		\$1.74				\$1.74
EMPLOYEE BENEFITS				\$1.51				\$1.51
INSURANCE			\$0.17				\$0.17	
SUPERVISION AND MANAGEMENT				\$11.24				\$11.24
SUBTOTAL		0.23 HR	\$0.17	\$14.49				\$14.66
TOTAL OPERATING EXPENSES		1.35 HR	\$80.17	\$22.89	\$36.65	\$6.75	\$19.40	\$165.86

TABLE 7. Alfalfa hay, sprinkler-irrigated, budgeted per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, Projected 2009.
Harvesting dates: June 15 - October 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
ALFALFA HAY	\$140.00	5.00 TONS (STACKED)	\$700.00
GRAZING	\$10.00	1.00 ACRE	\$10.00
TOTAL			\$710.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
PHOSPHATE (P205)	\$0.58	92.00 LBS	\$53.36		\$53.36
INSECTICIDE (CUSTOM)	\$23.14	1.00 ACRE	\$23.14		\$23.14
LIVESTOCK FAC & EQUIP				\$5.00	\$5.00
PLASTIC TWINE	\$0.29	850.00 FT	\$0.06		\$0.06
ESTABLISHMENT: Principal		5.00 YEARS		\$33.17	\$33.17
: Interest				\$6.91	\$6.91
PUMP WATER*		44.00 AC. IN.			
SUBTOTAL			\$76.56	\$45.08	\$121.64

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERT SPREADER	185 HP	0.05 HR		\$0.38	\$1.45	\$0.34	\$1.15	\$3.31
IRRIGATE (10X)		1.00 HR		\$7.25	\$157.87	\$0.00	\$13.05	\$178.17
SUBTOTAL		1.05 HR		\$7.63	\$159.32	\$0.34	\$14.20	\$181.48

HARVEST OPERATIONS								
SWATHER (3X)	16 FT SP	0.33 HR		\$2.49	\$3.46	\$0.48	\$12.22	\$18.65
RAKE (3X)	65 HP	0.15 HR		\$1.13	\$1.82	\$0.34	\$1.81	\$5.10
BALER (3X)	155 HP	0.21 HR		\$1.59	\$6.09	\$1.58	\$22.49	\$31.74
LOAD & HAUL (3X)	2 TON	1.50 HR		\$11.33	\$58.47	\$19.94	\$19.01	\$108.75
SUBTOTAL		2.19 HR		\$16.53	\$69.84	\$22.34	\$55.52	\$164.24

OVERHEAD EXPENSES								
DOWNTIME		0.52 HR		\$3.94				\$3.94
EMPLOYEE BENEFITS				\$4.35				\$4.35
INSURANCE			\$0.48					\$0.48
LAND TAXES							\$0.80	\$0.80
SUPERVISION AND MANAGEMENT				\$51.75				\$51.75
OTHER EXPENSES			\$41.24					\$41.24
SUBTOTAL		0.52 HR	\$41.73	\$60.04			\$0.80	\$102.57

TOTAL OPERATING EXPENSES		3.76 HR	\$118.29	\$84.20	\$229.16	\$22.67	\$115.60	\$569.92
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NET OPERATING PROFIT \$140.08

INTEREST ON OPERATING CAPITAL	(\$85.88	@	7.50%)			\$6.44
INTEREST ON EQUIPMENT INVESTMENT								\$10.30

RETURN TO LAND AND RISK \$123.34

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

GROSS RETURN		\$710.00	
VARIABLE OPERATING EXPENSES	\$370.12		
RETURN OVER VARIABLE EXPENSES		\$339.88	(GROSS MARGIN)
FIXED EXPENSES	\$115.60		
NET FARM INCOME		\$224.28	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$84.20		
NET OPERATING PROFIT		\$140.08	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$16.74		
RETURN TO LAND AND RISK		\$123.34	

TABLE 8. Wheat, sprinkler-irrigated, budgeted per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, Projected 2009.
 Planting dates: September 15 - October 31
 Harvesting dates: July 15 - August 5

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
WHEAT	\$6.00	55.00 BUSHELS		\$330.00
DIRECT PAYMENT	\$0.00	55.00 BUSHELS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00			\$0.00
GRAZING	\$40.00	1.00 ACRE		\$40.00
TOTAL				\$370.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.26	100 LBS	\$26.00		\$26.00
ANHYDROUS AMMONIA (NH3)	\$0.38	100 LBS	\$37.75		\$37.75
NITROGEN (N)	\$0.62	22 LBS	\$13.64		\$13.64
PHOSPHATE (P205)	\$0.58	44 LBS	\$25.52		\$25.52
POTASH (K2O)	\$0.35	22 LBS	\$7.70		\$7.70
LIVESTOCK FAC & EQUIP				\$5.00	\$5.00
PUMP WATER*		15 ACRE IN.			
CROP INSURANCE	\$0.74				\$0.74
SUBTOTAL			\$110.61	\$5.00	\$116.35

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.18 HR		\$1.36	\$5.22	\$2.38	\$3.97	\$12.93
FERT SPREADER	185 HP	0.05 HR		\$0.38	\$1.45	\$0.34	\$1.15	\$3.31
ANHYDROUS APPL.	185 HP	0.17 HR		\$1.28	\$4.93	\$0.98	\$2.62	\$9.82
LISTER 6-ROW	126 HP	0.12 HR		\$0.91	\$2.77	\$0.80	\$1.33	\$5.80
DRILL	65 HP	0.21 HR		\$1.59	\$2.55	\$0.49	\$4.39	\$9.02
IRRIGATE (4X)		2.00 HR		\$14.50	\$53.82	\$0.00	\$4.45	\$72.77
SUBTOTAL		2.73 HR		\$20.01	\$70.74	\$4.99	\$17.90	\$113.65

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COMBINE	126 HP	0.30 HR		\$2.27	\$8.87	\$0.55	\$12.20	\$23.89
HAUL	2 TON	0.50 HR		\$3.78	\$7.94	\$3.08	\$3.82	\$18.62
SUBTOTAL		0.80 HR	\$0.00	\$6.04	\$16.81	\$3.63	\$16.02	\$42.50

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.18 HR		\$1.38				\$1.38
EMPLOYEE BENEFITS			\$4.69				\$4.69
INSURANCE		\$0.40				\$0.80	\$0.40
LAND TAXES						\$0.80	\$0.80
SUPERVISION AND MANAGEMENT			\$28.27				\$28.27
OTHER EXPENSES		\$41.24					\$41.24
SUBTOTAL	0.18 HR	\$41.64	\$34.33			\$0.80	\$76.78

TOTAL OPERATING EXPENSES 3.71 HR \$152.25 \$60.38 \$87.56 \$8.62 \$39.72 \$349.27

NET OPERATING PROFIT \$20.73

INTEREST ON OPERATING CAPITAL (\$76.31 @ 7.50%) \$5.72
 INTEREST ON EQUIPMENT INVESTMENT \$21.18

RETURN TO LAND AND RISK (\$6.18)

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

BUDGET SUMMARY

GROSS RETURN		\$370.00	
VARIABLE OPERATING EXPENSES	\$248.43		
RETURN OVER VARIABLE EXPENSES		\$121.57	(GROSS MARGIN)
FIXED EXPENSES	\$39.72		
NET FARM INCOME		\$81.85	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$60.38		
NET OPERATING PROFIT		\$21.47	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$26.91		
RETURN TO LAND AND RISK		(\$5.44)	

TABLE 9. Corn for grain, sprinkler-irrigated, budgeted per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, Projected 2009.
 Planting dates: April 20 - May 5
 Harvesting dates: October 15 - November 15

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
CORN	\$4.10	150.00 BUSHELS		\$615.00
DIRECT PAYMENT	\$0.00	150.00 BUSHELS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 BUSHELS		\$0.00
GRAZING	\$12.00	1.00 ACRE		\$12.00
TOTAL				\$627.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$2.75	25 000	\$68.75		\$68.75
ANHYDROUS AMMONIA (NH3)	\$0.38	250 LBS	\$94.38		\$94.38
NITROGEN (N)	\$0.62	22 LBS	\$13.64		\$13.64
PHOSPHATE (P205)	\$0.58	44 LBS	\$25.52		\$25.52
INSECTICIDE (FLY-ON)	\$11.37	1 ACRE	\$11.37		\$11.37
INSECTICIDE	\$16.99	1 ACRE	\$16.99		\$16.99
HERBICIDE	\$16.99	1 ACRE	\$16.99		\$16.99
LIVESTOCK FAC & EQUIP PUMP WATER*				\$5.00	\$5.00
CROP INSURANCE	\$0.29	28 AC. IN.			\$0.29
SUBTOTAL			\$247.62	\$5.00	\$252.92

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.18 HR		\$1.36	\$5.22	\$2.38	\$3.97	\$12.93
CHISEL	185 HP	0.20 HR		\$1.51	\$5.80	\$1.45	\$3.51	\$12.28
FERT SPREADER	185 HP	0.05 HR	\$0.38	\$1.45	\$0.34	\$1.15	\$3.31	
DISC & SPRAY	185 HP	0.14 HR	\$1.06	\$4.06	\$1.95	\$3.30	\$10.37	
ANHYDROUS APPL.	185 HP	0.17 HR	\$1.28	\$4.93	\$0.98	\$2.62	\$9.82	
LISTER	126 HP	0.12 HR	\$0.91	\$2.77	\$0.80	\$0.99	\$5.47	
PLANTER & SPRAY	126 HP	0.20 HR	\$1.51	\$4.62	\$1.34	\$3.30	\$10.77	
CULTIVATOR (1X)	65 HP	0.13 HR	\$0.98	\$1.58	\$0.57	\$1.29	\$4.42	
IRRIGATE (13X)		1.30 HR	\$9.43	\$100.46	\$0.00	\$8.30	\$118.19	
SUBTOTAL		2.49 HR		\$18.41	\$130.90	\$9.80	\$28.44	\$187.55

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COMBINE	126 HP	0.35 HR		\$2.64	\$10.35	\$1.40	\$19.16	\$33.56
HAUL	2-TON	0.50 HR		\$3.78	\$7.94	\$3.08	\$3.82	\$18.62
SUBTOTAL		0.85 HR		\$6.42	\$18.29	\$4.48	\$22.98	\$52.18

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.47 HR		\$3.53				\$3.53
EMPLOYEE BENEFITS			\$4.47				\$4.47
INSURANCE		\$0.50					\$0.50
LAND TAXES						\$0.80	\$0.80
SUPERVISION AND MANAGEMENT			\$47.83				\$47.83
OTHER EXPENSES		\$41.24					\$41.24
SUBTOTAL	0.47 HR	\$41.74	\$55.82			\$0.80	\$98.36

TOTAL OPERATING EXPENSES	3.81 HR	\$289.36	\$80.65	\$149.19	\$14.29	\$57.23	\$591.01
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NET OPERATING PROFIT							\$35.99
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INTEREST ON OPERATING CAPITAL	(\$161.03	@	7.50%)		\$12.08
INTEREST ON EQUIPMENT INVESTMENT							\$30.75

RETURN TO LAND AND RISK							(\$6.83)
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* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$627.00	
VARIABLE OPERATING EXPENSES	\$452.84		
RETURN OVER VARIABLE EXPENSES		\$174.16	(GROSS MARGIN)
FIXED EXPENSES	\$57.23		
NET FARM INCOME		\$116.94	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$80.65		
NET OPERATING PROFIT		\$36.29	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$42.82		
RETURN TO LAND AND RISK		(\$6.54)	

TABLE 10. Corn silage, flood-irrigated, budgeted per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, Projected 2009.
 Planting dates: April 20 - May 5
 Harvesting dates: September 15 - October 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN SILAGE	\$34.00	25.00 TONS (CUT)	\$850.00
TOTAL			\$850.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$2.75	25 000	\$68.75		\$68.75
ANHYDROUS AMMONIA (NH3)	\$0.38	250 LBS	\$94.38		\$94.38
NITROGEN (N)	\$0.62	22 LBS	\$13.64		\$13.64
PHOSPHATE (P205)	\$0.58	44 LBS	\$25.52		\$25.52
HERBICIDE	\$15.41	1 ACRE	\$15.41		\$15.41
INSECTICIDE (FLY-ON)	\$11.37	1 ACRE	\$11.37		\$11.37
INSECTICIDE	\$15.44	1 ACRE	\$15.44		\$15.44
IRRIGATION WATER		30 AC. IN.			
SUBTOTAL			\$244.50		\$244.50

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.18 HR		\$1.36	\$5.22	\$2.38	\$3.97	\$12.93
CHISEL	185 HP	0.20 HR		\$1.51	\$5.80	\$1.45	\$3.51	\$12.28
LAND PLANE	185 HP	0.24 HR		\$1.81	\$6.96	\$1.41	\$4.74	\$14.93
FERT SPREADER	185 HP	0.05 HR		\$0.38	\$1.45	\$0.34	\$1.15	\$3.31
LISTER & SPRAY	126 HP	0.17 HR		\$1.28	\$3.93	\$1.24	\$1.66	\$8.12
PRE-IRRIGATE		0.75 HR		\$5.44	\$21.53	\$0.00	\$0.51	\$27.48
PLANTER & SPRAY	126 HP	0.20 HR		\$1.51	\$4.62	\$1.34	\$3.30	\$10.77
CULTIVATOR	65 HP	0.13 HR		\$0.98	\$1.58	\$0.57	\$1.29	\$4.42
IRRIGATE (4X)		2.00 HR		\$14.50	\$86.11	\$0.00	\$2.06	\$102.67
SUBTOTAL		3.92 HR		\$28.77	\$137.20	\$8.74	\$22.21	\$196.91

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ENSILAGE CHOPPER	126 HP	0.71 HR		\$5.36	\$16.40	\$3.08	\$8.97	\$33.81
SUBTOTAL		0.71 HR		\$5.36	\$16.40	\$3.08	\$8.97	\$33.81

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.47 HR		\$3.55				\$3.55
EMPLOYEE BENEFITS			\$6.14				\$6.14
INSURANCE		\$0.68					\$0.68
LAND TAXES						\$0.80	\$0.80
SUPERVISION AND MANAGEMENT			\$63.17				\$63.17
OTHER EXPENSES		\$41.24					\$41.24
SUBTOTAL	0.47 HR	\$41.93	\$72.86			\$0.80	\$115.59

TOTAL OPERATING EXPENSES	5.10 HR	\$286.42	\$106.99	\$153.60	\$11.82	\$31.98	\$590.81
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NET OPERATING PROFIT							\$259.19
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INTEREST ON OPERATING CAPITAL	(\$160.36	@	7.50%)		\$12.03
INTEREST ON EQUIPMENT INVESTMENT							\$20.26

RETURN TO LAND AND RISK							\$226.91
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* Pump water costs are shown under irrigation in the preharvest operations section.
 BUDGET SUMMARY

GROSS RETURN		\$850.00	
VARIABLE OPERATING EXPENSES	\$451.84		
RETURN OVER VARIABLE EXPENSES	\$398.16		(GROSS MARGIN)
FIXED EXPENSES	\$31.98		
NET FARM INCOME	\$366.19		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$106.99		
NET OPERATING PROFIT	\$259.19		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$32.29		
RETURN TO LAND AND RISK		\$226.91	

TABLE 11. Pinto beans, flood-irrigated, budgeted per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, Projected 2009.
 Planting dates: May 15 - June 10
 Harvesting dates: September 1 - October 31

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
PINTO BEANS	\$20.00	20.00 CWT (THRESHER RUN)							\$400.00
TOTAL									\$400.00
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL	
SEED	\$0.51	60 LBS	\$30.60					\$30.60	
NITROGEN (N)	\$0.62	18 LBS	\$11.16					\$11.16	
PHOSPHATE (P205)	\$0.58	46 LBS	\$26.68					\$26.68	
INSECTICIDE (CUSTOM)	\$15.62	1 ACRE	\$15.62					\$15.62	
HERBICIDE	\$16.99	1 ACRE	\$16.99					\$16.99	
PUMP WATER*		12 AC. IN.							
SUBTOTAL			\$101.04					\$101.04	
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC (2X)	185 HP	0.18 HR		\$1.36	\$5.22	\$2.38	\$3.97	\$12.93	
LAND PLANE (2X)	185 HP	0.48 HR		\$3.62	\$13.92	\$2.83	\$9.49	\$29.87	
FERT SPREADER	185 HP	0.05 HR		\$0.38	\$1.45	\$0.34	\$1.15	\$3.31	
LISTER & SPRAY	126 HP	0.17 HR		\$1.28	\$3.93	\$1.24	\$1.66	\$8.12	
PLANTER	126 HP	0.17 HR		\$1.28	\$3.93	\$1.02	\$2.55	\$8.78	
CULTIVATOR (2X)	65 HP	0.26 HR		\$1.96	\$3.16	\$1.14	\$2.58	\$8.85	
IRRIGATE (3X)		1.50 HR		\$10.88	\$43.05	\$0.00	\$1.03	\$54.96	
SUBTOTAL		2.81 HR		\$20.77	\$74.66	\$8.95	\$22.43	\$126.81	
HARVEST OPERATIONS									
ROD WEED	126 HP	0.08 HR		\$0.60	\$1.85	\$0.38	\$1.42	\$4.25	
COMBINE	126 HP	0.50 HR		\$3.78	\$14.79	\$1.02	\$13.99	\$33.58	
SUBTOTAL		0.58 HR		\$4.38	\$16.64	\$1.40	\$15.40	\$37.82	
OVERHEAD EXPENSES									
DOWNTIME		0.91 HR		\$6.85				\$6.85	
EMPLOYEE BENEFITS				\$4.53				\$4.53	
INSURANCE			\$0.50					\$0.50	
LAND TAXES						\$0.80		\$0.80	
SUPERVISION AND MANAGEMENT				\$30.18				\$30.18	
OTHER EXPENSES			\$41.24					\$41.24	
SUBTOTAL		0.91 HR	\$41.75	\$41.56		\$0.80		\$84.10	
TOTAL OPERATING EXPENSES		4.30 HR	\$142.79	\$66.70	\$91.30	\$10.36	\$38.64	\$349.78	
NET OPERATING PROFIT								\$50.22	
INTEREST ON OPERATING CAPITAL		(\$72.93	@	7.50%)		\$5.47	
INTEREST ON EQUIPMENT INVESTMENT								\$29.64	
RETURN TO LAND AND RISK								\$15.11	

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

BUDGET SUMMARY

GROSS RETURN		\$400.00	
VARIABLE OPERATING EXPENSES	\$244.44		
RETURN OVER VARIABLE EXPENSES	\$155.56	(GROSS MARGIN)	
FIXED EXPENSES	\$38.64		
NET FARM INCOME	\$116.92	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$66.70		
NET OPERATING PROFIT	\$50.22	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$35.11		
RETURN TO LAND AND RISK	\$15.11		

TABLE 12. Summary of per acre costs and returns for a 900 acre farm with above average management, Estancia Basin, New Mexico, Projected 2009.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	WHEAT	CORN FOR GRAIN	CORN FOR SILAGE	PINTO BEANS
		TONS	BU	BU	TONS	CWT
PRIMARY YIELD		5.00	55.00	150.00	25.00	20.00
PRIMARY PRICE		\$140.00	\$6.00	\$4.10	\$34.00	\$20.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME		\$10.00	\$40.00	\$12.00	\$0.00	\$0.00
GROSS RETURN		\$710.00	\$370.00	\$627.00	\$850.00	\$400.00
CASH OPERATING EXPENSES						
SEED	\$80.00		\$26.00	\$68.75	\$68.75	\$30.60
FERTILIZER		\$53.36	\$84.61	\$133.54	\$133.54	\$37.84
CHEMICALS		\$23.14		\$45.34	\$42.21	\$32.60
CROP INSURANCE			\$0.74	\$0.29		
OTHER PURCHASED INPUTS		\$0.06				
CANAL WATER						
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$22.30	\$71.29	\$33.74	\$48.73	\$45.96	\$48.24
FUEL-IRRIGATION	\$14.35	\$157.87	\$53.82	\$100.46	\$107.64	\$43.05
REPAIRS	\$6.75	\$22.67	\$8.62	\$14.29	\$11.82	\$10.36
CUSTOM CHARGES			\$0.00	\$0.00	\$0.00	
LAND TAXES		\$0.80	\$0.80	\$0.80	\$0.80	\$0.80
OTHER EXPENSES	\$0.17	\$41.73	\$41.64	\$41.74	\$41.93	\$41.75
TOTAL CASH EXPENSES	\$123.57	\$370.92	\$249.97	\$453.93	\$452.64	\$245.24
RETURN OVER CASH EXPENSES	(\$123.57)	\$339.08	\$120.03	\$173.07	\$397.36	\$154.76
FIXED EXPENSES	\$19.40	\$114.80	\$38.92	\$56.43	\$31.18	\$37.84
TOTAL EXPENSES	\$142.97	\$485.72	\$288.89	\$510.36	\$483.81	\$283.08
NET FARM INCOME	(\$142.97)	\$224.28	\$81.11	\$116.64	\$366.19	\$116.92
LABOR AND MANAGEMENT COSTS	\$22.89	\$84.20	\$60.38	\$80.65	\$106.99	\$66.70
NET OPERATING PROFIT	(\$165.86)	\$140.08	\$20.73	\$35.99	\$259.19	\$50.22
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL		\$6.44	\$5.72	\$12.08	\$12.03	\$5.47
INTEREST ON EQUIPMENT INVESTMENT		\$10.30	\$21.18	\$30.75	\$20.26	\$29.64
TOTAL CAPITAL COSTS	\$0.00	\$16.74	\$26.91	\$42.82	\$32.29	\$35.11
RETURN TO LAND AND RISK	(\$165.86)	\$123.34	(\$6.18)	(\$6.83)	\$226.91	\$15.11

TABLE 13. Whole farm summary, Estancia Basin,
Projected 2009.

GROSS RETURNS		
ALFALFA HAY	320.00 ACRES	
CROP		\$224,000
GRAZING		\$3,200
WHEAT	68.00 ACRES	
CROP		\$22,440
GRAZING		\$2,720
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
CORN FOR GRAIN	170.00 ACRES	
CROP		\$104,550
GRAZING		\$2,040
DIRECT PAYMENT		\$0
CORN FOR SILAGE	160.00 ACRES	
CROP		\$136,000
PINTO BEANS	80.00 ACRES	
CROP		\$32,000
GROSS RETURN		<u>\$526,950</u>
CASH OPERATING EXPENSES		
SEED		\$32,024
FERTILIZER		\$69,922
CHEMICALS		\$24,475
CROP INSURANCE		\$100
OTHER PURCHASED INPUTS		\$20
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$46,032
FUEL-IRRIGATION		\$92,840
REPAIRS		\$13,421
CUSTOM CHARGES		\$0
LAND TAXES		\$639
OTHER EXPENSES		\$33,338
TOTAL CASH EXPENSES		<u>\$312,811</u>
RETURN OVER CASH EXPENSES		\$214,139
FIXED EXPENSES		\$47,616
TOTAL EXPENSES		\$360,427
NET FARM INCOME		\$166,523
LABOR AND MANAGEMENT COSTS		\$68,681
NET OPERATING PROFIT		\$97,842
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$6,865
INTEREST ON EQUIPMENT INVESTMENT		\$15,575
TOTAL CAPITAL COSTS		<u>\$22,440</u>
RETURN TO LAND AND RISK		<u>\$75,402</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$750 /ACRE	\$55,152	10.01%
\$1,000 /ACRE	\$48,402	8.13%
\$1,250 /ACRE	\$41,652	6.85%
\$1,500 /ACRE	\$34,902	5.92%

* 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)