

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County,
 Projected 2015
 Harvest Dates: June 15 - September 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
ALFALFA HAY	\$235.00	3.50 TONS (IN FIELD)	\$822.50
GRAZING	\$10.00	1.00 ACRE	\$10.00
TOTAL			\$832.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
WIRE	\$1.32	30 LBS	\$39.59		\$39.59
ESTABLISHMENT: Principal		10 YEARS		\$51.57	\$51.57
: Interest				\$28.73	\$28.73
CANAL WATER		48 AC. IN.	\$5.00		\$5.00
SUBTOTAL			\$44.59	\$80.30	\$124.90

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (6X)		3.75 HR		\$28.13				\$28.13
SUBTOTAL		3.75 HR		\$28.13	\$0.00	\$0.00	\$0.00	\$28.13

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER (CUSTOM) (3X)			\$17.50					\$17.50
BALER (3X)	40 HP	1.95 HR		\$14.63	\$18.23	\$2.40	\$163.87	\$199.13
SUBTOTAL		1.95 HR	\$17.50	\$14.63	\$18.23	\$2.40	\$163.87	\$216.63

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.49 HR		\$3.66				\$3.66
EMPLOYEE BENEFITS			\$5.13				\$5.13
INSURANCE			\$0.51				\$0.51
LAND TAXES						\$0.37	\$0.37
SUPERVISION AND MANAGEMENT			\$36.15				\$36.15
OTHER EXPENSES			\$282.03				\$282.03
SUBTOTAL	0.49 HR		\$282.54	\$44.94		\$0.37	\$327.85

TOTAL OPERATING EXPENSES	6.19 HR		\$344.64	\$87.69	\$18.23	\$2.40	\$244.54	\$697.50
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NET OPERATING PROFIT								\$135.00
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INTEREST ON OPERATING CAPITAL	(\$25.47	@	5.50%)			\$1.40
INTEREST ON EQUIPMENT INVESTMENT								\$118.94

RETURN TO LAND AND RISK								\$14.66
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BUDGET SUMMARY			
GROSS RETURN		\$832.50	
VARIABLE OPERATING EXPENSES	\$365.27		
RETURN OVER VARIABLE EXPENSES		\$467.23	(GROSS MARGIN)
FIXED EXPENSES	\$244.54		
NET FARM INCOME		\$222.69	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$87.69		
NET OPERATING PROFIT		\$135.00	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$120.34		
RETURN TO LAND AND RISK		\$14.66	

TABLE 7. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Projected 2015
Planting Dates: May 15 - July 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL
PURCHASED INPUTS									
GRASS SEED	\$3.12	15 LBS	\$46.80						\$46.80
CANAL WATER		18 AC. IN.	\$5.00						\$5.00
SUBTOTAL			\$51.80						\$51.80
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
PLOW	40 HP	1.31 HR		\$9.83	\$12.25	\$1.82	\$59.65	\$83.55	
DISC (2X)	40 HP	1.06 HR		\$7.95	\$9.91	\$1.93	\$76.80	\$96.59	
DRAG	40 HP	0.31 HR		\$2.33	\$2.90	\$0.34	\$24.22	\$29.78	
DRILL	40 HP	0.41 HR		\$3.08	\$3.83	\$0.80	\$13.06	\$20.76	
BORDER DISC	40 HP	0.10 HR		\$0.75	\$0.94	\$0.20	\$110.79	\$112.68	
IRRIGATE (3X)		2.25 HR		\$16.88				\$16.88	
SUBTOTAL		5.44 HR		\$40.80	\$29.83	\$5.09	\$284.52	\$360.23	
OVERHEAD EXPENSES									
DOWNTIME		0.80 HR		\$5.98				\$5.98	
EMPLOYEE BENEFITS				\$4.90				\$4.90	
INSURANCE			\$0.49					\$0.49	
LAND TAXES							\$0.37	\$0.37	
SUPERVISION AND MANAGEMENT				\$19.20				\$19.20	
SUBTOTAL		0.80 HR	\$0.49	\$30.08			\$0.37	\$30.93	
TOTAL OPERATING EXPENSES		6.24 HR	\$52.29	\$70.88	\$29.83	\$5.09	\$284.89	\$442.97	

TABLE 8. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Projected 2015
Harvest Dates: Year-round

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS PASTURE	\$12.00	5.00 AUMS						\$60.00	
TOTAL							\$60.00		
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
ESTABLISHMENT: Principal		20 YEARS					\$22.15	\$22.15	
: Interest							\$5.32	\$5.32	
CANAL WATER		30 AC. IN.	\$5.00					\$5.00	
SUBTOTAL			\$5.00				\$27.47	\$32.47	
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
IRRIGATE (4X)		3.00 HR		\$22.50				\$22.50	
SUBTOTAL		3.00 HR		\$22.50				\$22.50	
OVERHEAD EXPENSES									
DOWNTIME		0.00 HR		\$0.00				\$0.00	
EMPLOYEE BENEFITS				\$2.70				\$2.70	
INSURANCE			\$0.27					\$0.27	
LAND TAXES							\$0.37	\$0.37	
SUPERVISION AND MANAGEMENT				\$3.90				\$3.90	
OTHER EXPENSES			\$282.03					\$282.03	
SUBTOTAL		0.00 HR	\$282.30	\$6.60				\$0.37	\$289.27
TOTAL OPERATING EXPENSES		3.00 HR	\$287.30	\$29.10	\$0.00	\$0.00	\$27.84	\$344.24	
NET OPERATING PROFIT								(\$284.24)	
INTEREST ON OPERATING CAPITAL		(\$2.50 @	5.50%)				\$0.14	
INTEREST ON EQUIPMENT INVESTMENT								\$0.00	
RETURN TO LAND AND RISK								(\$284.38)	

BUDGET SUMMARY

GROSS RETURN	\$60.00		
VARIABLE OPERATING EXPENSES	\$287.30		
RETURN OVER VARIABLE EXPENSES	(\$227.30)	(GROSS MARGIN)	
FIXED EXPENSES	\$27.84		
NET FARM INCOME	(\$255.14)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$29.10		
NET OPERATING PROFIT	(\$284.24)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$0.14		
RETURN TO LAND AND RISK	(\$284.38)		

TABLE 9. Field corn, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County,
 Projected 2015
 Planting Dates: May 25 - June 25
 Harvest Dates: October 15 - November 20

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
CORN	\$7.68	40.00 CWT						\$307.14
TOTAL								\$307.14
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
CORN SEED	\$3.26	10 000	\$32.63					\$32.63
CANAL WATER		30 AC. IN.	\$5.00					\$5.00
SUBTOTAL			\$37.63					\$37.63
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	40 HP	1.31 HR		\$9.83	\$12.25	\$1.82	\$59.65	\$83.55
DISC (2X)	40 HP	1.06 HR		\$7.95	\$9.91	\$1.93	\$76.80	\$96.59
DRAG	40 HP	0.31 HR		\$2.33	\$2.90	\$0.34	\$24.22	\$29.78
HAND RIDGE		10.00 HR		\$75.00				\$75.00
HAND PLANT		5.00 HR		\$37.50				\$37.50
HAND HOE		5.00 HR		\$37.50				\$37.50
IRRIGATE (3X)		2.25 HR		\$16.88				\$16.88
SUBTOTAL		24.93 HR		\$186.98	\$25.06	\$4.09	\$160.67	\$376.79
HARVEST OPERATIONS								
HAND PICK		25.00 HR		\$187.50				\$187.50
SUBTOTAL		25.00 HR		\$187.50	\$0.00	\$0.00	\$0.00	\$187.50
OVERHEAD EXPENSES								
DOWNTIME		0.67 HR		\$5.03				\$5.03
EMPLOYEE BENEFITS				\$44.94				\$44.94
INSURANCE			\$4.49					\$4.49
LAND TAXES							\$0.37	\$0.37
SUPERVISION AND MANAGEMENT				\$24.22				\$24.22
OTHER EXPENSES			\$282.03					\$282.03
SUBTOTAL		0.67 HR	\$286.52	\$74.18			\$0.37	\$361.07
TOTAL OPERATING EXPENSES		50.60 HR	\$324.15	\$448.66	\$25.06	\$4.09	\$161.04	\$962.99
NET OPERATING PROFIT								(\$655.85)
INTEREST ON OPERATING CAPITAL		(\$26.10 @ 5.50%)						\$1.44
INTEREST ON EQUIPMENT INVESTMENT								\$122.50
RETURN TO LAND AND RISK								(\$779.78)

BUDGET SUMMARY

GROSS RETURN	\$307.14	
VARIABLE OPERATING EXPENSES	\$353.30	
RETURN OVER VARIABLE EXPENSES	(\$46.15)	(GROSS MARGIN)
FIXED EXPENSES	\$161.04	
NET FARM INCOME	(\$207.19)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$448.66	
NET OPERATING PROFIT	(\$655.85)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$123.93	
RETURN TO LAND AND RISK	(\$779.78)	

TABLE 10. Summary of per acre costs and returns, 10 acre part-time farm, Cibola County,
Projected 2015

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PERMANENT PASTURE ESTABLISHMENT	PERMANENT PASTURE	FIELD CORN
	TONS	TONS		AUMS	CWT
PRIMARY YIELD	2.00	3.50		5.00	40.00
PRIMARY PRICE	\$215.00	\$235.00		\$12.00	\$7.68
GOVERNMENT PAYMENTS	\$0.00	\$0.00		\$0.00	\$0.00
SECOND INCOME	\$0.00	\$10.00		\$0.00	\$0.00
GROSS RETURN	\$430.00	\$832.50		\$60.00	\$307.14
CASH OPERATING EXPENSES					
SEED	\$152.00		\$46.80		\$32.63
FERTILIZER					
CHEMICALS					
CROP INSURANCE					
OTHER PURCHASED INPUTS	\$22.62	\$39.59			
CANAL WATER	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$38.80	\$18.23	\$29.83	\$0.00	\$25.06
FUEL-IRRIGATION					
REPAIRS	\$6.22	\$2.40	\$5.09	\$0.00	\$4.09
CUSTOM CHARGES	\$17.50	\$17.50			
LAND TAXES	\$0.37	\$0.37	\$0.37	\$0.37	\$0.37
OTHER EXPENSES	\$0.58	\$282.54	\$0.49	\$282.30	\$286.52
TOTAL CASH EXPENSES	\$243.09	\$365.64	\$87.57	\$287.67	\$353.66
RETURN OVER CASH EXPENSES	\$186.91	\$466.86	(\$87.57)	(\$227.67)	(\$46.52)
FIXED EXPENSES	\$363.36	\$244.17	\$284.52	\$27.47	\$160.67
TOTAL EXPENSES	\$606.46	\$609.81	\$372.09	\$315.14	\$514.33
NET FARM INCOME	(\$176.46)	\$222.69	(\$372.09)	(\$255.14)	(\$207.19)
LABOR AND MANAGEMENT COSTS	\$96.15	\$87.69	\$70.88	\$29.10	\$448.66
NET OPERATING PROFIT	(\$272.61)	\$135.00	(\$442.97)	(\$284.24)	(\$655.85)
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL	\$5.58	\$1.40		\$0.14	\$1.44
INTEREST ON EQUIPMENT INVESTMENT	\$237.54	\$118.94		\$0.00	\$122.50
TOTAL CAPITAL COSTS	\$243.12	\$120.34	\$0.00	\$0.14	\$123.93
RETURN TO LAND AND RISK	(\$515.72)	\$14.66	(\$442.97)	(\$284.38)	(\$779.78)

TABLE 11. Whole farm summary, Cibola County,
Projected 2015

GROSS RETURNS		
ALFALFA HAY CROP	4 ACRES	\$3,290
GRAZING PASTURE CROP	4 ACRES	\$40
FIELD CORN CROP	1 ACRES	\$240
		\$307
GROSS RETURN		<u>\$3,877</u>
CASH OPERATING EXPENSES		
SEED		\$132
FERTILIZER		\$0
CHEMICALS		\$0
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$170
CANAL WATER		\$50
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$132
FUEL-IRRIGATION		\$0
REPAIRS		\$19
CUSTOM CHARGES		\$79
LAND TAXES		\$4
OTHER EXPENSES		\$2,546
TOTAL CASH EXPENSES		<u>\$3,132</u>
RETURN OVER CASH EXPENSES		\$745
FIXED EXPENSES		\$1,276
TOTAL EXPENSES		\$4,409
NET FARM INCOME		(\$531)
LABOR AND MANAGEMENT COSTS		\$999
NET OPERATING PROFIT		(\$1,531)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$10
INTEREST ON EQUIPMENT INVESTMENT		\$717
TOTAL CAPITAL COSTS		<u>\$727</u>
RETURN TO LAND AND RISK		<u>(\$2,258)</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	(\$2,558)	-6.17%
\$2,500 /ACRE	(\$3,008)	-3.85%
\$4,000 /ACRE	(\$3,458)	-2.79%
\$5,500 /ACRE	(\$3,908)	-2.19%
\$7,000 /ACRE	(\$4,358)	-1.80%
\$8,500 /ACRE	(\$4,808)	-1.53%

* 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)