

TABLE 6. Wheat, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2015
 Planting dates: January 1 - February 10
 Harvest dates: June 15 - July 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
WHEAT	\$11.67	50 CWT						\$583.33	
DIRECT PAYMENT	\$0.00	50 CWT						\$0.00	
COUNTER CYCLICAL PAYMENT	\$0.00							\$0.00	
TOTAL								\$583.33	
PURCHASED									
ED	PRICE	QUANTITY	PURCHASED				FIXED	TOTAL	
			INPUTS				COST		
SEED	\$0.45	100 LBS	\$45.00					\$45.00	
ANHYDROUS AMMONIA (NH3)	\$0.33	250 LBS	\$81.25					\$81.25	
NITROGEN (N)	\$0.45	30 LBS	\$13.50					\$13.50	
PHOSPHATE (P2O5)	\$0.40	80 LBS	\$32.00					\$32.00	
PUMP WATER*		20 ACRE IN.							
CROP INSURANCE	\$0.74		\$0.74					\$0.74	
SUBTOTAL			\$172.49					\$172.49	
PREHARVEST									
EST	POWER	ACCOMPLISHMENT	PURCHASED	LABOR	FUEL &	REPAIRS	FIXED	TOTAL	
	UNIT	RATE	INPUTS		LUBE		COST		
DISC (2X)	185 HP	0.28 HR		\$2.10	\$7.25	\$2.05	\$4.16	\$15.56	
LISTER	140 HP	0.12 HR		\$0.90	\$2.34	\$0.84	\$2.04	\$6.13	
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.98	\$0.22	\$0.66	\$2.23	
DRILL	140 HP	0.18 HR		\$1.35	\$3.52	\$0.97	\$8.98	\$14.82	
IRRIGATE (4X)		2 HR		\$15.00	\$51.19	\$1.47	\$18.25	\$85.90	
SUBTOTAL		2.63 HR		\$19.73	\$65.28	\$5.55	\$34.10	\$124.64	
HARVEST OPERATIONS									
COMBINE (CUSTOM)			\$26.00					\$26.00	
HAUL (CUSTOM)			\$9.50					\$9.50	
SUBTOTAL		0.00 HR	\$35.50	\$0.00	\$0.00	\$0.00	\$0.00	\$35.50	
OVERHEAD EXPENSES									
DOWNTIME		0.1575 HR		\$1.18				\$1.18	
EMPLOYEE BENEFITS				\$3.55				\$3.55	
INSURANCE			\$0.39					\$0.39	
LAND TAXES							\$1.88	\$1.88	
SUPERVISION AND MANAGEMENT				\$43.15				\$43.15	
OTHER EXPENSES			\$77.45					\$77.45	
SUBTOTAL		0.16 HR	\$77.84	\$47.88				\$1.88	\$127.60
TOTAL OPERATING EXPENSES		2.79 HR	\$285.83	\$67.61	\$65.28	\$5.55	\$35.98	\$460.23	
NET OPERATING PROFIT								\$123.10	
INTEREST ON OPERATING CAPITAL		(\$106.91 @ 5.50%)						\$5.88	
INTEREST ON EQUIPMENT INVESTMENT								\$6.59	
RETURN TO LAND AND RISK								\$110.63	

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

BUDGET SUMMARY

GROSS RETURN		\$583.33	
VARIABLE OPERATING EXPENSES	\$356.65		
RETURN OVER VARIABLE EXPENSES		\$226.68	(GROSS MARGIN)
FIXED EXPENSES	\$35.98		
NET FARM INCOME		\$190.71	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$67.61		
NET OPERATING PROFIT		\$123.10	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$12.47		
RETURN TO LAND AND RISK		\$110.63	

TABLE 7. Grain sorghum, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2015
 Planting dates: May 10 - July 10
 Harvest dates: October 15 - November 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
GRAIN SORGHUM	\$7.06	70.00 CWT	\$494.50
DIRECT PAYMENT	\$0.00	70.00 CWT	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT	\$0.00
TOTAL			\$494.50

ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.31	8 LBS	\$10.48		\$10.48
ANHYDROUS AMMONIA (NH3)	\$0.33	200 LBS	\$65.00		\$65.00
NITROGEN (N)	\$0.45	30 LBS	\$13.50		\$13.50
PHOSPHATE (P2O5)	\$0.40	70 LBS	\$28.00		\$28.00
HERBICIDE	\$15.54	1 ACRE	\$15.54		\$15.54
INSECTICIDE (AERIAL)	\$18.95	1 ACRE	\$18.95		\$18.95
INSECTICIDE	\$11.16	1 DOLLARS	\$11.16		\$11.16
PUMP WATER*		30 AC. IN.			
CROP INSURANCE	\$0.53		\$0.53		\$0.53
SUBTOTAL			\$163.17		\$163.17

EST OPERATI	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78
PLOW	185 HP	0.48 HR		\$3.60	\$12.43	\$3.80	\$7.27	\$27.09
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78
DRAG	80 HP	0.2 HR		\$1.50	\$3.04	\$0.19	\$0.29	\$5.02
LISTER & SPRAY	140 HP	0.13 HR		\$0.98	\$2.54	\$1.00	\$2.56	\$7.08
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.98	\$0.22	\$0.66	\$2.23
PRE-IRRIGATE		0.75 HR		\$5.63	\$12.80	\$0.37	\$4.56	\$23.35
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38
PLANTER	140 HP	0.17 HR		\$1.28	\$3.32	\$1.09	\$3.95	\$9.64
CULTIVATOR (2X)	80 HP	0.26 HR		\$1.95	\$3.96	\$1.05	\$0.65	\$7.61
ROTO BUCK (6X)	140 HP	0.18 HR		\$1.35	\$3.52	\$0.79	\$2.65	\$8.31
IRRIGATE (5X)		2.5 HR		\$18.75	\$63.98	\$1.84	\$22.81	\$107.38
SUBTOTAL		5.13 HR		\$38.48	\$115.80	\$12.99	\$50.39	\$217.66

HARVEST OPERATIONS

COMBINE (CUSTOM)			\$15.00					\$15.00
HAUL (CUSTOM)			\$13.30					\$13.30
SUBTOTAL		0.00 HR	\$28.30	\$0.00	\$0.00	\$0.00	\$0.00	\$28.30

POST HARVEST OPERATIONS

SHREDDER	126 HP	0.14 HR		\$1.05	\$2.74	\$0.67	\$2.44	\$6.89
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OVERHEAD EXPENSES

DOWNTIME		0.505 HR		\$3.79				\$3.79
EMPLOYEE BENEFITS				\$7.11				\$7.11
INSURANCE			\$0.79					\$0.79
LAND TAXES							\$1.88	\$1.88
SUPERVISION AND MANAGEMENT				\$38.88				\$38.88
OTHER EXPENSES			\$77.45					\$77.45
SUBTOTAL		0.51 HR	\$78.24	\$49.78			\$1.88	\$129.90

TOTAL OPERATING EXPENSES		5.78 HR	\$269.70	\$89.30	\$118.53	\$13.66	\$54.72	\$545.91
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NET OPERATING PROFIT								(\$51.41)
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INTEREST ON OPERATING CAPITAL	(\$116.99	@	5.50%)			\$6.43
INTEREST ON EQUIPMENT INVESTMENT								\$11.91

RETURN TO LAND AND RISK								(\$69.76)
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* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$494.50	
VARIABLE OPERATING EXPENSES	\$401.89		
RETURN OVER VARIABLE EXPENSES		\$92.61	(GROSS MARGIN)
FIXED EXPENSES	\$54.72		
NET FARM INCOME		\$37.89	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$89.30		
NET OPERATING PROFIT		(\$51.41)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$18.34		
RETURN TO LAND AND RISK		(\$69.76)	

TABLE 8. Upland cotton (picker), flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2015
 Planting dates: April 1 - May 15
 Harvest dates: October 1 - December 20

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
LINT	\$0.90	750 LBS	\$675.00
SEED	\$0.09	1200 LBS	\$108.00
DIRECT PAYMENT	\$0.00	1080 LBS	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.09	0 LBS	\$0.00
TOTAL			\$783.00

ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$7.55	18 LBS	\$135.90		\$135.90
ANHYDROUS AMMONIA (NH3)	\$0.33	150 LBS	\$48.75		\$48.75
NITROGEN (N)	\$0.45	30 LBS	\$13.50		\$13.50
PHOSPHATE (P2O5)	\$0.40	80 LBS	\$32.00		\$32.00
HERBICIDE	\$15.54	1 ACRE	\$15.54		\$15.54
INSECTICIDE	\$11.16	1 ACRE	\$11.16		\$11.16
CROP INSURANCE	\$0.18	FCIC	\$0.18		\$0.18
PUMP WATER*		26 AC. IN.			
SUBTOTAL			\$257.03		\$257.03

EST OPERATI	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.28 HR		\$2.10	\$7.25	\$2.05	\$4.16	\$15.56
PLOW	185 HP	0.48 HR		\$3.60	\$12.43	\$3.80	\$7.27	\$27.09
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78
DRAG (2X)	80 HP	0.2 HR		\$1.50	\$3.04	\$0.19	\$0.29	\$5.02
LISTER & SPRAY	140 HP	0.13 HR		\$0.98	\$2.54	\$1.00	\$2.56	\$7.08
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.98	\$0.22	\$0.66	\$2.23
PRE-IRRIGATE		0.75 HR		\$5.63	\$13.31	\$0.38	\$4.74	\$24.06
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38
PLANTER	140 HP	0.17 HR		\$1.28	\$3.32	\$1.09	\$3.95	\$9.64
CULTIVATOR (3X)	80 HP	0.39 HR		\$2.93	\$5.94	\$1.58	\$0.98	\$11.42
HAND HOE (CUSTOM) (2X)			\$50.00					\$50.00
ROTO BUCK (5X)	140 HP	0.15 HR		\$1.13	\$2.93	\$0.66	\$2.21	\$6.92
IRRIGATE (4X)		2 HR		\$15.00	\$53.24	\$1.53	\$18.98	\$88.74
SUBTOTAL		4.87 HR	\$50.00	\$36.53	\$110.58	\$14.12	\$48.71	\$259.93

HARVEST OPERATIONS

COTTON PICKER (2X)	2 ROW	1.24 HR		\$9.30	\$18.75	\$0.04	\$36.37	\$64.45
COTTON TRAILER (2X)	HALF TON	1 HR		\$7.50	\$15.75	\$0.81	\$10.52	\$34.58
GIN COTTON (CUSTOM)			\$139.20					\$139.20
SUBTOTAL		2.24 HR	\$139.20	\$16.80	\$34.50	\$0.85	\$46.89	\$238.23

POST HARVEST OPERATIONS

SHREDDER	126 HP	0.14 HR		\$1.05	\$2.74	\$0.67	\$2.44	\$6.89
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OVERHEAD EXPENSES

DOWNTIME		1.0325 HR		\$7.74				\$7.74
EMPLOYEE BENEFITS				\$9.79				\$9.79
INSURANCE			\$1.09					\$1.09
LAND TAXES							\$1.88	\$1.88
SUPERVISION AND MANAGEMENT				\$59.81				\$59.81
OTHER EXPENSES			\$77.45					\$77.45
SUBTOTAL		1.03 HR	\$78.53	\$77.34			\$1.88	\$157.76

TOTAL OPERATING EXPENSES		8.28 HR	\$524.76	\$131.72	\$147.81	\$15.63	\$99.92	\$919.84
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NET OPERATING PROFIT								(\$136.84)
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INTEREST ON OPERATING CAPITAL	(\$175.08	@	5.50%)			\$9.63
INTEREST ON EQUIPMENT INVESTMENT								\$22.74

RETURN TO LAND AND RISK								(\$169.21)
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* Pump water costs are shown under irrigation in the preharvest operations section.
BUDGET SUMMARY

GROSS RETURN		\$783.00	
VARIABLE OPERATING EXPENSES	\$688.21		
RETURN OVER VARIABLE EXPENSES		\$94.79	(GROSS MARGIN)
FIXED EXPENSES	\$99.92		
NET FARM INCOME		(\$5.13)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$131.72		
NET OPERATING PROFIT		(\$136.84)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$32.37		
RETURN TO LAND AND RISK		(\$169.21)	

TABLE 9. Green chile, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2015
 Planting dates: March 15 - May 1
 Harvesting dates: August 15 - September 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
GREEN CHILE	\$475.00	11.00 TONS						\$5,225.00
RED CHILE	\$0.00	0.00 LBS						\$0.00
TOTAL							\$5,225.00	
ED INPUTS								
PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$22.00	4 LBS	\$88.00				\$88.00	
ANHYDROUS AMMONIA (NH3)	\$0.33	300 LBS	\$97.50				\$97.50	
NITROGEN (N)	\$0.45	60 LBS	\$27.00				\$27.00	
PHOSPHATE (P2O5)	\$0.40	150 LBS	\$60.00				\$60.00	
HERBICIDE	\$15.54	1 ACRE	\$15.54				\$15.54	
INSECTICIDE	\$15.54	1 ACRE	\$15.54				\$15.54	
CROP INSURANCE	\$72.58	1 DOLLAR	\$72.58				\$72.58	
PUMP WATER*		54 AC. IN.						
SUBTOTAL			\$376.15				\$376.15	
EST OPERATIONS								
POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	185 HP	0.14 HR	\$1.05	\$3.63	\$1.02	\$2.08	\$7.78	
PLOW	185 HP	0.48 HR	\$3.60	\$12.43	\$3.80	\$7.27	\$27.09	
DISC	185 HP	0.14 HR	\$1.05	\$3.63	\$1.02	\$2.08	\$7.78	
LASER (CUSTOM)			\$73.33				\$73.33	
LISTER & SPRAY	140 HP	0.13 HR	\$0.98	\$2.54	\$1.00	\$2.56	\$7.08	
FERTILIZE	140 HP	0.05 HR	\$0.38	\$0.98	\$0.22	\$0.66	\$2.23	
PRE-IRRIGATE		0.75 HR	\$5.63	\$9.21	\$0.26	\$3.28	\$18.39	
ROLLING CULT	80 HP	0.13 HR	\$0.98	\$1.98	\$0.61	\$0.82	\$4.38	
PLANTER	140 HP	0.17 HR	\$1.28	\$3.32	\$1.09	\$3.95	\$9.64	
CULTIVATOR (5X)	80 HP	0.65 HR	\$4.88	\$9.90	\$2.63	\$1.63	\$19.03	
THIN & HOE (CUSTOM)			\$90.00				\$90.00	
ROTO BUCK (7X)	140 HP	0.21 HR	\$1.58	\$4.10	\$0.92	\$3.09	\$9.69	
IRRIGATE (14X)		7 HR	\$52.50	\$128.99	\$3.71	\$45.98	\$231.18	
SUBTOTAL		9.85 HR	\$163.33	\$73.88	\$180.70	\$16.27	\$73.42	\$507.61
HARVEST OPERATIONS								
HARVEST GREEN (CUSTOM)			\$1,089.00				\$1,089.00	
HARVEST RED (CUSTOM)			\$0.00				\$0.00	
HAUL	3/4 TON	6 HR	\$45.00	\$94.50	\$28.65	\$36.48	\$204.63	
SUBTOTAL		6.00 HR	\$1,089.00	\$45.00	\$94.50	\$28.65	\$36.48	\$1,293.63
POST HARVEST OPERATIONS								
SHREDDER	80 HP	0.29 HR	\$2.18	\$4.41	\$1.35	\$1.83	\$9.78	
SUBTOTAL		0.29 HR	\$0.00	\$2.18	\$4.41	\$1.35	\$1.83	\$9.78
OVERHEAD EXPENSES								
DOWNTIME		0.565 HR	\$4.24				\$4.24	
EMPLOYEE BENEFITS			\$13.69				\$13.69	
INSURANCE			\$1.52				\$1.52	
LAND TAXES						\$1.88	\$1.88	
SUPERVISION AND MANAGEMENT			\$128.64				\$128.64	
OTHER EXPENSES			\$77.45				\$77.45	
SUBTOTAL		0.57 HR	\$78.97	\$146.57			\$1.88	\$227.41
TOTAL OPERATING EXPENSES		16.71 HR	\$1,707.45	\$267.62	\$279.62	\$46.28	\$113.61	\$2,414.58
NET OPERATING PROFIT							\$2,810.42	
INTEREST ON OPERATING CAPITAL		(\$338.81 @ 5.50%)					\$18.63	
INTEREST ON EQUIPMENT INVESTMENT							\$35.95	
RETURN TO LAND AND RISK							\$2,755.84	

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

BUDGET SUMMARY

GROSS RETURN		\$5,225.00	
VARIABLE OPERATING EXPENSES	\$2,033.35		
RETURN OVER VARIABLE EXPENSES	\$3,191.65	(GROSS MARGIN)	
FIXED EXPENSES	\$113.61		
NET FARM INCOME	\$3,078.04	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$267.62		
NET OPERATING PROFIT	\$2,810.42	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$54.59		
RETURN TO LAND AND RISK		\$2,755.84	

TABLE 10. Red chile, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2015
 Planting dates: March 15 - May 1
 Harvesting dates: September 15 - January 31

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
RED CHILE	\$1.00	4,000.00 LBS							\$4,000.00
TOTAL								\$4,000.00	
PURCHASED INPUTS									
D INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$22.00	4 LBS	\$88.00					\$88.00	
ANHYDROUS AMMONIA (NH3)	\$0.33	230 LBS	\$74.75					\$74.75	
NITROGEN (N)	\$0.45	60 LBS	\$27.00					\$27.00	
PHOSPHATE (P2O5)	\$0.40	150 LBS	\$60.00					\$60.00	
HERBICIDE	\$15.54	1 ACRE	\$15.54					\$15.54	
INSECTICIDE	\$15.54	1 ACRE	\$15.54					\$15.54	
CROP INSURANCE	\$76.22	1 DOLLAR	\$76.22					\$76.22	
PUMP WATER*		48 AC. IN.							
SUBTOTAL			\$357.05					\$357.05	
ST OPERATIONS									
OPERATIO	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78	
PLOW	185 HP	0.48 HR		\$3.60	\$12.43	\$3.80	\$7.27	\$27.09	
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78	
DRAG (2X)	80 HP	0.2 HR		\$1.50	\$3.04	\$0.19	\$0.07	\$4.81	
LISTER	140 HP	0.12 HR		\$0.90	\$2.34	\$0.84	\$2.04	\$6.13	
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.98	\$0.22	\$0.66	\$2.23	
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.24	\$0.29	\$3.65	\$19.81	
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38	
PLANTER	140 HP	0.17 HR		\$1.28	\$3.32	\$1.09	\$3.95	\$9.64	
CULTIVATOR (5X)	80 HP	0.65 HR		\$4.88	\$9.90	\$2.63	\$1.63	\$19.03	
THIN & HOE (CUSTOM)			\$90.00					\$90.00	
ROTO BUCK (7X)	140 HP	0.21 HR		\$1.58	\$4.10	\$0.92	\$3.09	\$9.69	
IRRIGATE (11X)		5.5 HR		\$41.25	\$112.61	\$3.24	\$40.14	\$197.24	
SUBTOTAL		8.54 HR	\$90.00	\$64.05	\$168.20	\$15.87	\$67.50	\$405.61	
HARVEST OPERATIONS									
HARVEST (CUSTOM)			\$880.00					\$880.00	
HAUL	3/4 TON	3 HR		\$22.50	\$47.25	\$14.33	\$18.24	\$102.31	
SUBTOTAL		3.00 HR	\$880.00	\$22.50	\$47.25	\$14.33	\$18.24	\$982.31	
POST HARVEST OPERATIONS									
SHREDDER	80 HP	0.29 HR		\$2.18	\$4.41	\$1.02	\$1.62	\$9.23	
SUBTOTAL		0.29 HR	\$0.00	\$2.18	\$4.41	\$1.02	\$1.62	\$9.23	
OVERHEAD EXPENSES									
DOWNTIME		1.395 HR		\$10.46				\$10.46	
EMPLOYEE BENEFITS				\$15.58				\$15.58	
INSURANCE			\$1.73					\$1.73	
LAND TAXES							\$1.88	\$1.88	
SUPERVISION AND MANAGEMENT				\$107.03				\$107.03	
OTHER EXPENSES			\$77.45					\$77.45	
SUBTOTAL		1.40 HR	\$79.18	\$133.07			\$1.88	\$214.13	
TOTAL OPERATING EXPENSES		13.23 HR	\$1,406.23	\$221.79	\$219.86	\$31.21	\$89.24	\$1,968.33	
NET OPERATING PROFIT								\$2,031.67	
INTEREST ON OPERATING CAPITAL		(	\$303.46	@	5.50%	)		\$16.69
INTEREST ON EQUIPMENT INVESTMENT								\$24.37	
RETURN TO LAND AND RISK								\$1,990.60	

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

BUDGET SUMMARY

GROSS RETURN		\$4,000.00	
VARIABLE OPERATING EXPENSES	\$1,657.30		
RETURN OVER VARIABLE EXPENSES		\$2,342.70	(GROSS MARGIN)
FIXED EXPENSES	\$89.24		
NET FARM INCOME		\$2,253.46	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$221.79		
NET OPERATING PROFIT		\$2,031.67	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$41.06		
RETURN TO LAND AND RISK		\$1,990.60	

TABLE 11. Spring lettuce, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2015
 Planting dates: January 1 - February 5
 Harvesting dates: May 15 - June 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
SPRING LETTUCE	\$6.21	475.00 CARTONS						\$2,949.75
TOTAL							\$2,949.75	
PURCHASED INPUTS								
ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$1.89	4 LBS	\$7.56					\$7.56
ANHYDROUS AMMONIA (NH3)	\$0.33	250 LBS	\$81.25					\$81.25
NITROGEN (N)	\$0.45	50 LBS	\$22.50					\$22.50
PHOSPHATE (P2O5)	\$0.40	150 LBS	\$60.00					\$60.00
INSECTICIDE	\$92.45	1 X/ACRE	\$92.45					\$92.45
PUMP WATER*		24 AC. IN.						
SUBTOTAL			\$263.76					\$263.76
EST OPERATIONS								
OPERATIO	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78
PLOW	185 HP	0.48 HR		\$3.60	\$12.43	\$3.80	\$7.27	\$27.09
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.98	\$0.22	\$0.66	\$2.23
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$4.40	\$1.36	\$2.99	\$10.02
LISTER	140 HP	0.12 HR		\$0.90	\$2.34	\$0.84	\$2.04	\$6.13
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.24	\$0.29	\$3.65	\$19.81
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$5.08	\$1.32	\$9.71	\$18.05
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.95	\$10.05	\$2.87	\$3.78	\$21.65
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38
THIN & HOE (CUSTOM)			\$120.00					\$120.00
SPRAY	80 HP	0.11 HR		\$0.83	\$1.67	\$0.18	\$0.41	\$3.09
DUSTER (CUSTOM)			\$5.00					\$5.00
ROTO BUCK (5X)	140 HP	0.15 HR		\$1.13	\$2.93	\$0.66	\$2.21	\$6.92
IRRIGATE (5X)		2.5 HR		\$18.75	\$51.19	\$1.47	\$18.25	\$89.65
SUBTOTAL		5.79 HR	\$198.33	\$43.43	\$112.52	\$16.26	\$56.78	\$427.31
HARVEST OPERATIONS								
HARVEST (CUSTOM)			\$878.75					\$878.75
CARTONS (CUSTOM)			\$403.75					\$403.75
HAUL (CUSTOM)			\$142.50					\$142.50
BROKERAGE (CUSTOM)			\$272.85					\$272.85
SUBTOTAL		0.00 HR	\$1,697.85	\$0.00	\$0.00	\$0.00	\$0.00	\$1,697.85
OVERHEAD EXPENSES								
DOWNTIME		0.5025 HR		\$3.77				\$3.77
EMPLOYEE BENEFITS				\$7.82				\$7.82
INSURANCE			\$0.87					\$0.87
LAND TAXES							\$1.88	\$1.88
SUPERVISION AND MANAGEMENT				\$89.72				\$89.72
OTHER EXPENSES			\$77.45					\$77.45
SUBTOTAL		0.50 HR	\$78.32	\$101.31			\$1.88	\$181.50
TOTAL OPERATING EXPENSES		6.29 HR	\$2,238.26	\$144.73	\$112.52	\$16.26	\$58.66	\$2,570.43
NET OPERATING PROFIT							\$379.32	
INTEREST ON OPERATING CAPITAL		(\$305.57 @ 5.50%)						\$16.81
INTEREST ON EQUIPMENT INVESTMENT								\$14.87
RETURN TO LAND AND RISK							\$347.64	

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

GROSS RETURN		\$2,949.75	
VARIABLE OPERATING EXPENSES	\$2,367.04		
RETURN OVER VARIABLE EXPENSES		\$582.71	(GROSS MARGIN)
FIXED EXPENSES	\$58.66		
NET FARM INCOME		\$524.05	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$144.73		
NET OPERATING PROFIT		\$379.32	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$31.68		
RETURN TO LAND AND RISK		\$347.64	

TABLE 12. Fall lettuce, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2015
 Planting dates: July 20 - August 10
 Harvesting dates: October 1 - October 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
FALL LETTUCE	\$5.94	500.00 CARTONS						\$2,970.00
TOTAL							\$2,970.00	
PURCHASED INPUTS								
ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$2.11	4 LBS	\$8.44					\$8.44
ANHYDROUS AMMONIA (NH3)	\$0.33	250 LBS	\$81.25					\$81.25
NITROGEN (N)	\$0.45	50 LBS	\$22.50					\$22.50
PHOSPHATE (P2O5)	\$0.40	150 LBS	\$60.00					\$60.00
HERBICIDE	\$18.56	1 X/ACRE	\$18.56					\$18.56
INSECTICIDE	\$92.58	1 X/ACRE	\$92.58					\$92.58
PUMP WATER*		40 AC. IN.						
SUBTOTAL			\$283.33					\$283.33
EST OPERATIONS								
OPERATIO	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78
PLOW	185 HP	0.48 HR		\$3.60	\$12.43	\$3.80	\$7.27	\$27.09
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.98	\$0.22	\$0.66	\$2.23
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$4.40	\$1.36	\$2.99	\$10.02
LISTER	140 HP	0.12 HR		\$0.90	\$2.34	\$0.84	\$2.04	\$6.13
PRE-IRRIGATE		0.75 HR		\$5.63	\$12.80	\$0.37	\$4.56	\$23.35
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$5.08	\$1.32	\$9.71	\$18.05
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.95	\$10.05	\$2.87	\$3.78	\$21.65
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38
THIN & HOE (CUSTOM)			\$180.00					\$180.00
SPRAY	80 HP	0.11 HR		\$0.83	\$1.67	\$0.18	\$0.41	\$3.09
DUSTER (CUSTOM)			\$15.00					\$15.00
ROTO BUCK (7X)	140 HP	0.21 HR		\$1.58	\$4.10	\$0.92	\$3.09	\$9.69
IRRIGATE (7X)		3.5 HR		\$26.25	\$89.58	\$2.57	\$31.93	\$150.33
SUBTOTAL		6.85 HR	\$268.33	\$51.38	\$154.64	\$17.70	\$72.26	\$564.30
HARVEST OPERATIONS								
HARVEST (CUSTOM)			\$925.00					\$925.00
CARTONS (CUSTOM)			\$425.00					\$425.00
HAUL (CUSTOM)			\$150.00					\$150.00
BROKERAGE (CUSTOM)			\$274.73					\$274.73
SUBTOTAL		0.00 HR	\$1,774.73	\$0.00	\$0.00	\$0.00	\$0.00	\$1,774.73
OVERHEAD EXPENSES								
DOWNTIME		0.5175 HR		\$3.88				\$3.88
EMPLOYEE BENEFITS				\$9.25				\$9.25
INSURANCE			\$1.03					\$1.03
LAND TAXES						\$1.88		\$1.88
SUPERVISION AND MANAGEMENT				\$109.04				\$109.04
OTHER EXPENSES			\$77.45					\$77.45
SUBTOTAL		0.52 HR	\$78.47	\$122.17			\$1.88	\$202.52
TOTAL OPERATING EXPENSES		7.37 HR	\$2,404.86	\$173.54	\$154.64	\$17.70	\$74.14	\$2,824.88
NET OPERATING PROFIT							\$145.12	
INTEREST ON OPERATING CAPITAL		(	\$332.65	@	5.50%	)	\$18.30	
INTEREST ON EQUIPMENT INVESTMENT							\$16.23	
RETURN TO LAND AND RISK							\$110.60	

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

BUDGET SUMMARY

GROSS RETURN		\$2,970.00	
VARIABLE OPERATING EXPENSES	\$2,577.21		
RETURN OVER VARIABLE EXPENSES		\$392.79	(GROSS MARGIN)
FIXED EXPENSES	\$74.14		
NET FARM INCOME		\$318.66	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$173.54		
NET OPERATING PROFIT		\$145.12	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$34.52		
RETURN TO LAND AND RISK		\$110.60	

TABLE 13. Fall onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2015
 Planting dates: October 1 - October 31
 Harvesting dates: June 1 - July 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
FALL ONIONS	\$7.87	820.00	SACKS					\$6,453.40
TOTAL								\$6,453.40
PURCHASED INPUTS								
D INPUTS	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST		TOTAL	
SEED	\$140.00	4 LBS	\$560.00				\$560.00	
ANHYDROUS AMMONIA (NH3)	\$0.33	450 LBS	\$146.25				\$146.25	
NITROGEN (N)	\$0.45	75 LBS	\$33.75				\$33.75	
PHOSPHATE (P2O5)	\$0.40	180 LBS	\$72.00				\$72.00	
HERBICIDE	\$22.26	1 X/ACRE	\$22.26				\$22.26	
INSECTICIDE	\$84.85	1 X/ACRE	\$84.85				\$84.85	
PUMP WATER*		56 AC. IN.						
SUBTOTAL			\$919.11				\$919.11	
ST OPERATIONS								
OPERATIO	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78
PLOW	185 HP	0.48 HR		\$3.60	\$12.43	\$3.80	\$7.27	\$27.09
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.98	\$0.22	\$0.66	\$2.23
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$4.40	\$1.36	\$2.99	\$10.02
LISTER	140 HP	0.12 HR		\$0.90	\$2.34	\$0.84	\$2.04	\$6.13
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.24	\$0.29	\$3.65	\$19.81
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$5.08	\$1.32	\$9.71	\$18.05
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.95	\$10.05	\$2.87	\$3.78	\$21.65
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38
THIN & HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	140 HP	0.27 HR		\$2.03	\$5.27	\$1.19	\$3.98	\$12.46
IRRIGATE (13X)		6.5 HR		\$48.75	\$133.09	\$3.82	\$47.44	\$233.10
SUBTOTAL		9.80 HR	\$193.33	\$73.50	\$195.09	\$18.96	\$87.32	\$568.20
HARVEST OPERATIONS								
ONION KNIVES	80 HP	0.27 HR		\$2.03	\$4.11	\$0.51	\$3.83	\$10.47
HARVEST & HAUL (CUSTOM)			\$902.00					\$902.00
BAG RENTAL			\$82.00					\$82.00
FIELD LOAD (CUSTOM)			\$0.00					\$0.00
PROCESSING (CUSTOM)			\$1,558.00					\$1,558.00
CONTAINER CHARGE			\$328.00					\$328.00
BROKERAGE (CUSTOM)			\$580.81					\$580.81
SUBTOTAL		0.27 HR	\$3,450.81	\$2.03	\$4.11	\$0.51	\$3.83	\$3,461.28
OVERHEAD EXPENSES								
DOWNTIME		0.6 HR		\$4.50				\$4.50
EMPLOYEE BENEFITS				\$13.59				\$13.59
INSURANCE			\$1.51					\$1.51
LAND TAXES							\$1.88	\$1.88
SUPERVISION AND MANAGEMENT				\$183.52				\$183.52
OTHER EXPENSES			\$77.45					\$77.45
SUBTOTAL		0.60 HR	\$78.96	\$201.61			\$1.88	\$282.45
TOTAL OPERATING EXPENSES		10.67 HR	\$4,642.20	\$277.14	\$199.20	\$19.47	\$93.03	\$5,231.04
NET OPERATING PROFIT								\$1,222.36
INTEREST ON OPERATING CAPITAL		(	\$801.02	@	5.50%	)		\$44.06
INTEREST ON EQUIPMENT INVESTMENT								\$19.00
RETURN TO LAND AND RISK								\$1,159.30

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

BUDGET SUMMARY

GROSS RETURN		\$6,453.40	
VARIABLE OPERATING EXPENSES	\$4,860.87		
RETURN OVER VARIABLE EXPENSES	\$1,592.53	(GROSS MARGIN)	
FIXED EXPENSES	\$93.03		
NET FARM INCOME	\$1,499.49	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$277.14		
NET OPERATING PROFIT	\$1,222.36	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$63.05		
RETURN TO LAND AND RISK	\$1,159.30		

TABLE 14. Midseason yellow onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2005
 Planting dates: January 15 - February 15
 Harvesting dates: June 1 - July 15

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
MIDSEASON YELLOW ONIONS	\$8.24	670.00 SACKS							\$5,520.80
TOTAL								\$5,520.80	
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$179.00	4 LBS	\$716.00					\$716.00	
ANHYDROUS AMMONIA (NH3)	\$0.33	450 LBS	\$146.25					\$146.25	
NITROGEN (N)	\$0.45	75 LBS	\$33.75					\$33.75	
PHOSPHATE (P2O5)	\$0.40	180 LBS	\$72.00					\$72.00	
HERBICIDE	\$64.72	1 X/ACRE	\$64.72					\$64.72	
INSECTICIDE	\$76.22	1 X/ACRE	\$76.22					\$76.22	
PUMP WATER*		48 AC. IN.							
SUBTOTAL			\$1,108.94					\$1,108.94	
ST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78	
PLOW	185 HP	0.48 HR		\$3.60	\$12.43	\$3.80	\$7.27	\$27.09	
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78	
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.98	\$0.22	\$0.66	\$2.23	
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$4.40	\$1.36	\$2.99	\$10.02	
LISTER	126 HP	0.12 HR		\$0.90	\$2.34	\$0.84	\$2.04	\$6.13	
PRE-IRRIGATE		0.75 HR		\$5.63	\$8.78	\$0.25	\$3.13	\$17.78	
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38	
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$5.08	\$1.32	\$9.71	\$18.05	
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.95	\$10.05	\$2.87	\$3.78	\$21.65	
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38	
THIN & HOE (CUSTOM)			\$120.00					\$120.00	
ROTO BUCK (9X)	140 HP	0.27 HR		\$2.03	\$5.27	\$1.19	\$3.98	\$12.46	
IRRIGATE (13X)		6.5 HR		\$48.75	\$114.08	\$3.28	\$40.66	\$206.76	
SUBTOTAL		9.80 HR	\$193.33	\$73.50	\$174.62	\$18.37	\$80.02	\$539.84	
HARVEST OPERATIONS									
ONION KNIVES	80 HP	0.27 HR		\$2.03	\$4.11	\$0.51	\$3.83	\$10.47	
HARVEST & HAUL (CUSTOM)			\$737.00					\$737.00	
BAG RENTAL			\$67.00					\$67.00	
FIELD LOAD (CUSTOM)			\$0.00					\$0.00	
PROCESSING (CUSTOM)			\$1,273.00					\$1,273.00	
CONTAINER CHARGE			\$268.00					\$268.00	
BROKERAGE (CUSTOM)			\$496.87					\$496.87	
SUBTOTAL		0.27 HR	\$2,841.87	\$2.03	\$4.11	\$0.51	\$3.83	\$2,852.34	
OVERHEAD EXPENSES									
DOWNTIME		0.6 HR		\$4.50				\$4.50	
EMPLOYEE BENEFITS				\$13.59				\$13.59	
INSURANCE			\$1.51					\$1.51	
LAND TAXES							\$1.88	\$1.88	
SUPERVISION AND MANAGEMENT				\$199.66				\$199.66	
OTHER EXPENSES			\$77.45					\$77.45	
SUBTOTAL		0.60 HR	\$78.96	\$217.76			\$1.88	\$298.60	
TOTAL OPERATING EXPENSES		10.67 HR	\$4,223.10	\$293.28	\$178.73	\$18.88	\$85.74	\$4,799.73	
NET OPERATING PROFIT								\$721.07	
INTEREST ON OPERATING CAPITAL		(	\$839.93	@	5.50%	)		\$46.20
INTEREST ON EQUIPMENT INVESTMENT								\$18.49	
RETURN TO LAND AND RISK								\$656.39	

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

BUDGET SUMMARY

GROSS RETURN		\$5,520.80	
VARIABLE OPERATING EXPENSES	\$4,420.71		
RETURN OVER VARIABLE EXPENSES		\$1,100.09	(GROSS MARGIN)
FIXED EXPENSES	\$85.74		
NET FARM INCOME		\$1,014.36	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$293.28		
NET OPERATING PROFIT		\$721.07	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$64.69		
RETURN TO LAND AND RISK		\$656.39	

TABLE 15. Late season onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2015
 Planting dates: January 15 - February 15
 Harvesting dates: August 1 - August 15

ITEM	PRICE	YIELD							TOTAL	
GROSS RETURNS										
LATE SEASON ONIONS	\$7.41	820.00	SACKS						\$6,076.20	
TOTAL									\$6,076.20	
PURCHASED INPUTS										
PRICE	QUANTITY	PURCHASED INPUTS							FIXED COST	TOTAL
SEED	\$179.00	4	LBS	\$716.00					\$716.00	
ANHYDROUS AMMONIA (NH3)	\$0.33	400	LBS	\$130.00					\$130.00	
NITROGEN (N)	\$0.45	75	LBS	\$33.75					\$33.75	
PHOSPHATE (P2O5)	\$0.40	180	LBS	\$72.00					\$72.00	
HERBICIDE	\$64.72	1	X/ACRE	\$64.72					\$64.72	
INSECTICIDE	\$76.22	1	X/ACRE	\$76.22					\$76.22	
PUMP WATER*		48	AC. IN.							
SUBTOTAL				\$1,092.69					\$1,092.69	
ST OPERATIONS										
POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST		TOTAL		
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78		
PLOW	185 HP	0.48 HR		\$3.60	\$12.43	\$3.80	\$7.27	\$27.09		
DISC	185 HP	0.14 HR		\$1.05	\$3.63	\$1.02	\$2.08	\$7.78		
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33		
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.98	\$0.22	\$0.66	\$2.23		
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$4.40	\$1.36	\$2.99	\$10.02		
LISTER	140 HP	0.12 HR		\$0.90	\$2.34	\$0.84	\$2.04	\$6.13		
PRE-IRRIGATE		0.75 HR		\$5.63	\$8.78	\$0.25	\$3.13	\$17.78		
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38		
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$5.08	\$1.32	\$9.71	\$18.05		
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.95	\$10.05	\$2.87	\$3.78	\$21.65		
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.98	\$0.61	\$0.82	\$4.38		
THIN & HOE (CUSTOM)			\$120.00					\$120.00		
ROTO BUCK (9X)	140 HP	0.27 HR		\$2.03	\$5.27	\$1.19	\$3.98	\$12.46		
IRRIGATE (13X)		6.5 HR		\$48.75	\$114.08	\$3.28	\$40.66	\$206.76		
SUBTOTAL		9.80 HR	\$193.33	\$73.50	\$174.62	\$18.37	\$80.02	\$539.84		
HARVEST OPERATIONS										
ONION KNIVES	80 HP	0.27 HR		\$2.03	\$4.11	\$0.51	\$3.83	\$10.47		
HARVEST & HAUL (CUSTOM)			\$902.00					\$902.00		
BAG RENTAL			\$82.00					\$82.00		
FIELD LOAD (CUSTOM)			\$0.00					\$0.00		
PROCESSING (CUSTOM)			\$1,558.00					\$1,558.00		
CONTAINER CHARGE			\$328.00					\$328.00		
BROKERAGE (CUSTOM)			\$546.86					\$546.86		
SUBTOTAL		0.27 HR	\$3,416.86	\$2.03	\$4.11	\$0.51	\$3.83	\$3,427.33		
OVERHEAD EXPENSES										
DOWNTIME		0.6 HR		\$4.50				\$4.50		
EMPLOYEE BENEFITS				\$13.59				\$13.59		
INSURANCE			\$1.51					\$1.51		
LAND TAXES							\$1.88	\$1.88		
SUPERVISION AND MANAGEMENT				\$198.04				\$198.04		
OTHER EXPENSES			\$77.45					\$77.45		
SUBTOTAL		0.60 HR	\$78.96	\$216.13			\$1.88	\$296.97		
TOTAL OPERATING EXPENSES		10.67 HR	\$4,781.84	\$291.66	\$178.73	\$18.88	\$85.74	\$5,356.84		
NET OPERATING PROFIT								\$719.36		
INTEREST ON OPERATING CAPITAL		(	\$879.72	@	5.50%	)		\$48.38
INTEREST ON EQUIPMENT INVESTMENT								\$18.49		
RETURN TO LAND AND RISK								\$652.49		

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

BUDGET SUMMARY

GROSS RETURN		\$6,076.20	
VARIABLE OPERATING EXPENSES	\$4,979.44		
RETURN OVER VARIABLE EXPENSES	\$1,096.76	(GROSS MARGIN)	
FIXED EXPENSES	\$85.74		
NET FARM INCOME	\$1,011.02	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$291.66		
NET OPERATING PROFIT	\$719.36	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$66.88		
RETURN TO LAND AND RISK	\$652.49		

TABLE 16. Summary of per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2015

	WHEAT	GRAIN SORGHUM	PICKER COTTON	GREEN CHILE	RED CHILE	SPRING LETTUCE	FALL LETTUCE	FALL ONIONS	MIDSEASON ONIONS	LATE ONIONS
	CWT	CWT	LBS	TONS/LBS	LBS	CARTONS	CARTONS	SACKS	SACKS	SACKS
PRIMARY YIELD	50	70	750	11	4,000	475	500	820	670	820
PRIMARY PRICE	\$11.67	\$7.06	\$0.90	\$475.00	\$1.00	\$6.21	\$5.94	\$7.87	\$8.24	\$7.41
GOVERNMENT PAYMENTS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME	\$0.00	\$0.00	\$108.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GROSS RETURN	\$583.33	\$494.50	\$783.00	\$5,225.00	\$4,000.00	\$2,949.75	\$2,970.00	\$6,453.40	\$5,520.80	\$6,076.20
CASH OPERATING EXPENSES										
SEED	\$45.00	\$10.48	\$135.90	\$88.00	\$88.00	\$7.56	\$8.44	\$560.00	\$716.00	\$716.00
FERTILIZER	\$126.75	\$106.50	\$94.25	\$184.50	\$161.75	\$163.75	\$163.75	\$252.00	\$252.00	\$235.75
CHEMICALS		\$45.65	\$26.70	\$31.08	\$31.08	\$92.45	\$111.14	\$107.11	\$140.94	\$140.94
CROP INSURANCE	\$0.74	\$0.53	\$0.18	\$72.58	\$76.22					
OTHER PURCHASED INPUTS										
CANAL WATER										
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$14.09	\$41.75	\$81.27	\$141.41	\$97.01	\$51.10	\$52.27	\$55.88	\$55.88	\$55.88
FUEL-IRRIGATION	\$51.19	\$76.78	\$66.54	\$138.21	\$122.85	\$61.43	\$102.38	\$143.33	\$122.85	\$122.85
REPAIRS	\$5.55	\$13.66	\$15.63	\$46.28	\$31.21	\$16.26	\$17.70	\$19.47	\$18.88	\$18.88
CUSTOM CHARGES	\$35.50	\$28.30	\$189.20	\$1,252.33	\$970.00	\$1,896.18	\$2,043.06	\$3,644.14	\$3,035.20	\$3,610.19
LAND TAXES	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88
OTHER EXPENSES	\$77.84	\$78.24	\$78.53	\$78.97	\$79.18	\$78.32	\$78.47	\$78.96	\$78.96	\$78.96
TOTAL CASH EXPENSES	\$358.53	\$403.78	\$690.09	\$2,035.23	\$1,659.18	\$2,368.92	\$2,579.09	\$4,862.75	\$4,422.59	\$4,981.32
RETURN OVER CASH EXPENSES	\$224.80	\$90.72	\$92.91	\$3,189.77	\$2,340.82	\$580.83	\$390.91	\$1,590.65	\$1,098.21	\$1,094.88
FIXED EXPENSES	\$34.10	\$52.84	\$98.04	\$111.73	\$87.36	\$56.78	\$72.26	\$91.15	\$83.85	\$83.85
TOTAL EXPENSES	\$392.63	\$456.61	\$788.13	\$2,146.96	\$1,746.54	\$2,425.70	\$2,651.34	\$4,953.91	\$4,506.44	\$5,065.18
NET FARM INCOME	\$190.71	\$37.89	(\$5.13)	\$3,078.04	\$2,253.46	\$524.05	\$318.66	\$1,499.49	\$1,014.36	\$1,011.02
LABOR AND MANAGEMENT COSTS	\$67.61	\$89.30	\$131.72	\$267.62	\$221.79	\$144.73	\$173.54	\$277.14	\$293.28	\$291.66
NET OPERATING PROFIT	\$123.10	(\$51.41)	(\$136.84)	\$2,810.42	\$2,031.67	\$379.32	\$145.12	\$1,222.36	\$721.07	\$719.36
CAPITAL COSTS										
INTEREST ON OPERATING CAPITAL	\$5.88	\$6.43	\$9.63	\$18.63	\$16.69	\$16.81	\$18.30	\$44.06	\$46.20	\$48.38
INTEREST ON EQUIPMENT INVESTMENT	\$6.59	\$11.91	\$22.74	\$35.95	\$24.37	\$14.87	\$16.23	\$19.00	\$18.49	\$18.49
TOTAL CAPITAL COSTS	\$12.47	\$18.34	\$32.37	\$54.59	\$41.06	\$31.68	\$34.52	\$63.05	\$64.69	\$66.88
RETURN TO LAND AND RISK	\$110.63	(\$69.76)	(\$169.21)	\$2,755.84	\$1,990.60	\$347.64	\$110.60	\$1,159.30	\$656.39	\$652.49

TABLE 17. Whole farm summary, Deming area, Luna County,
Projected 2015

GROSS RETURNS		
WHEAT	68.00 ACRES	
CROP		\$39,667
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
GRAIN SORGHUM	93.50 ACRES	
CROP		\$46,236
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
UPLAND COTTON	348.50 ACRES	
LINT		\$235,238
SEED		\$37,638
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
GREEN CHILE	40.00 ACRES	
GREEN		\$209,000
RED		\$0
RED CHILE	40.00 ACRES	
CROP		\$160,000
SPRING LETTUCE	10.00 ACRES	
CROP		\$29,498
FALL LETTUCE	10.00 ACRES	
CROP		\$29,700
FALL ONIONS	10.00 ACRES	
CROP		\$64,534
MIDSEASON ONIONS	10.00 ACRES	
CROP		\$55,208
LATE SEASON ONIONS	10.00 ACRES	
CROP		\$60,762
GROSS RETURN		<u>\$967,479</u>
CASH OPERATING EXPENSES		
SEED		\$78,521
FERTILIZER		\$75,945
CHEMICALS		\$21,986
CROP INSURANCE		\$6,102
OTHER PURCHASED INPUTS		\$0
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$45,432
FUEL-IRRIGATION		\$49,821
REPAIRS		\$11,111
CUSTOM CHARGES		\$302,177
LAND TAXES		\$1,204
OTHER EXPENSES		\$50,240
TOTAL CASH EXPENSES		<u>\$642,539</u>
RETURN OVER CASH EXPENSES		\$324,941
FIXED EXPENSES		\$53,268
TOTAL EXPENSES		\$695,807
NET FARM INCOME		\$271,673
LABOR AND MANAGEMENT COSTS		\$90,230
NET OPERATING PROFIT		\$181,443
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$7,508
INTEREST ON EQUIPMENT INVESTMENT		\$12,769
TOTAL CAPITAL COSTS		<u>\$20,277</u>
RETURN TO LAND AND RISK		<u>\$161,166</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$500 /ACRE	\$151,566	25.14%
\$700 /ACRE	\$147,726	21.35%
\$900 /ACRE	\$143,886	18.56%
\$1,100 /ACRE	\$140,046	16.41%
\$1,300 /ACRE	\$136,206	14.71%
\$1,500 /ACRE	\$132,366	13.32%

* 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)