

TABLE 1. Acreage Summary, Cibola County,

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

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

TABLE 2. Basic cost information for Cibola County, Projected 2017

Item		
Labor Wage Rate:		
Equipment operators	\$/hour	\$7.50
General & Irrigators	\$/hour	\$7.50
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.22
Phosphate (P205)	\$/pound	\$0.27
Seed:		
Alfalfa	\$/pound	\$3.05
Oat Hay	\$/pound	\$0.86
Sweet Corn	\$/pound	\$65.00
Wheat	\$/pound	\$0.44
Pasture	\$/pound	\$2.60
Baling wire	\$/box	\$1.32
Gopher control	\$/acre	\$1.50
Canal water	\$/acre	\$5.00
Energy:		
Diesel fuel	\$/gallon	\$2.40
Gasoline	\$/gallon	\$2.10
Electricity	cents/KwHr	12.65
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	5.50%
Land Interest Rate	percent	5.00%
Equipment Interest Rate	percent	5.50%
Real Interest Rate	percent	3.00%
Land Taxes	\$/acre (full value)	\$36.00
Personal Property Tax Rate - NR	\$/ \$1,000 (Assessed Value)	\$30.46
- R		\$27.71
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 Cibola County, Projected 2017

Item		
Electricity (Domestic & Shop)	\$242.00 per month	\$2,904
Telephone	\$121.00 per month	\$1,452
Accounting & Legal		\$1,724
Misc. Supplies & Hand Tools		\$2,844
Pickup and Auto		
miles	24,200 @ \$0.500 per mile	\$12,100
Insurance		
- general liability (non-employee)		\$1,900
- fire/theft		\$1,500
Property Taxes		
- non-planted land		\$0
- other than land & machinery		\$0
Building repairs and maintenance		\$0
Dues, fees, publications		\$1,446
Farmstead Equipment		\$436
Total		\$26,305
Total Per Planted Acre		\$89.78

TABLE 4. Equipment summary for a 300 acre farm with above average management, Gladwin County, Michigan 2017

ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	FUEL OIL CONSUMPTION				REPAIR COSTS				TOTAL PER HR
				FUEL OIL LBS/HR	REPAIR PER HR	FUEL OIL LBS/HR	REPAIR PER HR	DEPRECIATION PER HR	TIRES PER HR			
TRACTOR 40 HP	32	1	\$7,000	\$201	\$35	\$7.85	\$1.08	\$380	\$81	\$14.39		
TRACTOR 60 HP	54	1	\$4,000	\$1,070	\$150	\$10.21	\$1.23	\$520	\$129	\$4.42		
TRACTOR 93 HP	200	1	\$17,200	\$5,877	\$198	\$10.79	\$3.04	\$400	\$80	\$5.03		
PICKUP 3/4 TON	50	1	\$30,000	\$900	\$44	\$15.33	\$3.88	\$4,000	\$223	\$30.47		
BALER/AGGN PTO	120	1	\$8,000	\$200	\$64	\$3.00	\$1.00	\$2,200	\$33	\$2.88		
BALER	2 WIRE	105	1	\$1,000	\$21	\$0.15	\$0.05	\$305	\$39	\$3.13		
CULTIVATOR	ROW	3	1	\$1,000	\$21	\$0.15	\$0.05	\$305	\$39	\$3.13		
PLANT	10 FT	15	1	\$400	\$50	\$0.31	\$0.10	\$47	\$4	\$2.79		
DISC	14 FT	15	1	\$3,000	\$350	\$2.32	\$0.72	\$400	\$50	\$26.47		
LISTER	4 ROW	1	1	\$1,000	\$33	\$0.18	\$0.06	\$310	\$30	\$3.03		
PLOW	2 BOTTOM	37	1	\$3,200	\$103	\$4.12	\$1.00	\$447	\$24	\$13.04		
DISC	14 FT	15	1	\$3,000	\$350	\$2.32	\$0.72	\$400	\$50	\$26.47		
DRILL	12 FT	10	1	\$1,200	\$30	\$0.20	\$0.06	\$140	\$10	\$2.40		
SPRINKLER (MTS)	10 FT	68	1	\$1,200	\$810	\$1.81	\$0.50	\$100	\$8	\$1.40		
BORDER DISC 6-041	6 DISC	2	1	\$750	\$32	\$0.20	\$0.05	\$100	\$8	\$4.79		
FERT SPREADER	10	1	\$3,300	\$50	\$10	\$0.30	\$0.10	\$307	\$21	\$31.79		
			\$10,150	\$5,776	\$1,918			\$14,867	\$1,941			

* 1/4 CHANGED DIRECTLY TO CHOP

ITEM	NEW VALUE	USED VALUE	YEARS LIFE	EQUIP CODE	HRS	FUEL LBS/HR	LUBE COEF	ACCOM HOURS	INTEREST AGE EXPENSE	ALFALFA ESTABLISHMENT							
										ALFALFA EST	ALFALFA HWY	ANNUAL PASTURE	WHEAT FOR GRAIN	SWEET CORN	PER ACRE TOTALS		
TRACTOR 40 HP	17,975	7,000	30	1	800	3.40	0.10	480.00	15	454.31	0.05	0.15	0.05	0.00	0.05	0.30	
TRACTOR 60 HP	21,862	4,000	40	1	800	4.42	0.10	328.31	21	505.94	0.40	0.85	0.00	0.40	0.60	2.25	
TRACTOR 93 HP	15,725	17,200	35	1	800	5.54	0.10	485.51	23	432.71	1.39	0.65	1.05	0.00	1.43	3.24	
PICKUP 3/4 TON	44,500	22,000	15	2	800	6.00	0.05	650.00	13	1,270.00	0.00	0.00	0.00	0.00	0.00	6.52	
BALER/AGGN PTO	49,000	9,800	20	5	800	6.46	0.00	774.00	6	1,237.00	0.20	0.60	0.00	0.00	0.20	1.00	
BALER	7,000	1,400	20	2	800	6.00	0.05	650.00	18	291.71	0.21	0.61	0.00	0.00	0.21	1.00	
CULTIVATOR	4 ROW	10,000	5,000	15	3	300	3.00	337.50	16	275.20	0.20	0.60	0.00	0.00	0.20	0.40	
PLANT	10 FT	700	400	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
DISC	14 FT	6,300	3,150	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
LISTER	4 ROW	3,000	1,500	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
PLOW	2 BOTTOM	6,700	3,350	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
DRILL	12 FT	4,400	2,200	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
SPRINKLER (MTS)	10 FT	2,250	1,125	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
BORDER DISC 6-041	6 DISC	7,410	21,300	20	2	800	3.12	0.20	412.50	6	1,091.28	0.11	0.33	0.00	0.00	0.00	0.44
FERT SPREADER	10	1,500	750	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
		4,900	2,300	15	9	150	150.00	15	128.50	0.00	0.05	0.00	0.00	0.00	0.05	0.10	

* 1/4 CHANGED DIRECTLY TO CHOP

ITEM	NEW VALUE	USED VALUE	YEARS LIFE	EQUIP CODE	HRS	FUEL LBS/HR	LUBE COEF	ACCOM HOURS	INTEREST AGE EXPENSE	ALFALFA ESTABLISHMENT							
										ALFALFA EST	ALFALFA HWY	ANNUAL PASTURE	WHEAT FOR GRAIN	SWEET CORN	PER ACRE TOTALS		
TRACTOR 40 HP	17,975	7,000	30	1	800	3.40	0.10	480.00	15	454.31	0.05	0.15	0.05	0.00	0.05	0.30	
TRACTOR 60 HP	21,862	4,000	40	1	800	4.42	0.10	328.31	21	505.94	0.40	0.85	0.00	0.40	0.60	2.25	
TRACTOR 93 HP	15,725	17,200	35	1	800	5.54	0.10	485.51	23	432.71	1.39	0.65	1.05	0.00	1.43	3.24	
PICKUP 3/4 TON	44,500	22,000	15	2	800	6.00	0.05	650.00	13	1,270.00	0.00	0.00	0.00	0.00	0.00	6.52	
BALER/AGGN PTO	49,000	9,800	20	5	800	6.46	0.00	774.00	6	1,237.00	0.20	0.60	0.00	0.00	0.20	1.00	
BALER	7,000	1,400	20	2	800	6.00	0.05	650.00	18	291.71	0.21	0.61	0.00	0.00	0.21	1.00	
CULTIVATOR	4 ROW	10,000	5,000	15	3	300	3.00	337.50	16	275.20	0.20	0.60	0.00	0.00	0.20	0.40	
PLANT	10 FT	700	400	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
DISC	14 FT	6,300	3,150	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
LISTER	4 ROW	3,000	1,500	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
PLOW	2 BOTTOM	6,700	3,350	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
DRILL	12 FT	4,400	2,200	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
SPRINKLER (MTS)	10 FT	2,250	1,125	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
BORDER DISC 6-041	6 DISC	7,410	21,300	20	2	800	3.12	0.20	412.50	6	1,091.28	0.11	0.33	0.00	0.00	0.00	0.44
FERT SPREADER	10	1,500	750	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
		4,900	2,300	15	9	150	150.00	15	128.50	0.00	0.05	0.00	0.00	0.00	0.05	0.10	

* 1/4 CHANGED DIRECTLY TO CHOP

ITEM	NEW VALUE	USED VALUE	YEARS LIFE	EQUIP CODE	HRS	FUEL LBS/HR	LUBE COEF	ACCOM HOURS	INTEREST AGE EXPENSE	ALFALFA ESTABLISHMENT							
										ALFALFA EST	ALFALFA HWY	ANNUAL PASTURE	WHEAT FOR GRAIN	SWEET CORN	PER ACRE TOTALS		
TRACTOR 40 HP	17,975	7,000	30	1	800	3.40	0.10	480.00	15	454.31	0.05	0.15	0.05	0.00	0.05	0.30	
TRACTOR 60 HP	21,862	4,000	40	1	800	4.42	0.10	328.31	21	505.94	0.40	0.85	0.00	0.40	0.60	2.25	
TRACTOR 93 HP	15,725	17,200	35	1	800	5.54	0.10	485.51	23	432.71	1.39	0.65	1.05	0.00	1.43	3.24	
PICKUP 3/4 TON	44,500	22,000	15	2	800	6.00	0.05	650.00	13	1,270.00	0.00	0.00	0.00	0.00	0.00	6.52	
BALER/AGGN PTO	49,000	9,800	20	5	800	6.46	0.00	774.00	6	1,237.00	0.20	0.60	0.00	0.00	0.20	1.00	
BALER	7,000	1,400	20	2	800	6.00	0.05	650.00	18	291.71	0.21	0.61	0.00	0.00	0.21	1.00	
CULTIVATOR	4 ROW	10,000	5,000	15	3	300	3.00	337.50	16	275.20	0.20	0.60	0.00	0.00	0.20	0.40	
PLANT	10 FT	700	400	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
DISC	14 FT	6,300	3,150	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
LISTER	4 ROW	3,000	1,500	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
PLOW	2 BOTTOM	6,700	3,350	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
DRILL	12 FT	4,400	2,200	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
SPRINKLER (MTS)	10 FT	2,250	1,125	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
BORDER DISC 6-041	6 DISC	7,410	21,300	20	2	800	3.12	0.20	412.50	6	1,091.28	0.11	0.33	0.00	0.00	0.00	0.44
FERT SPREADER	10	1,500	750	15	3	300	3.00	337.50	16	182.20	0.20	0.60	0.00	0.00	0.20	0.40	
		4,900	2,300	15	9	150	150.00	15	128.50	0.00	0.05	0.00	0.00	0.00	0.05	0.10	

* 1/4 CHANGED DIRECTLY TO CHOP

ITEM	NEW VALUE	USED VALUE	YEARS LIFE	EQUIP CODE	HRS	FUEL LBS/HR	LUBE COEF	ACCOM HOURS	INTEREST AGE EXPENSE	ALFALFA ESTABLISHMENT						
										ALFALFA EST	ALFALFA HWY	ANNUAL PASTURE	WHEAT FOR GRAIN	SWEET CORN	PER ACRE TOTALS	
TRACTOR 40 HP	17,975	7,000	30	1	800	3.40	0.10	480.00	15	454.31	0.05	0.15	0.05	0.00	0.05	0.30
TRACTOR 60 HP	21,862	4,000	40	1	800	4.42	0.10	328.31	21	505.94	0.40	0.85	0.00	0.40	0.60	2.25
TRACTOR 93 HP	15,725	17,200	35	1	800	5.54	0.10	485.51	23	432.71	1.39	0.65	1.05	0.00	1.43	3.24
PICKUP 3/4 TON	44,500	22,000	15													

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2017
Harvesting Dates: June 15 - September 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$175.00	4.00 TONS (STACKED)						\$700.00
GRAZING	\$10.00	1.00 ACRE						\$10.00
TOTAL							\$710.00	
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
PHOSPHATE (P2O5)	\$0.27	40 LBS	\$10.80					\$10.80
WIRE	\$1.32	34 LBS	\$45.25					\$45.25
GOPHER CONTROL	\$1.50	1 ACRE	\$1.50					\$1.50
ESTABLISHMENT: Principal		8 YEARS						\$0.00
: Interest								\$0.00
CANAL WATER		42 AC. IN.	\$5.00					\$5.00
SUBTOTAL			\$62.55				\$0.00	\$62.55
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERT SPREADER	93 HP	0.05 HR		\$0.38	\$0.64	\$0.09	\$1.71	\$2.82
GOPHER CONTROL	40 HP	0.15 HR		\$1.13	\$1.18	\$0.16	\$2.11	\$4.58
IRRIGATE (6X)		3.00 HR		\$22.50				\$22.50
SUBTOTAL		3.20 HR		\$24.00	\$1.82	\$0.25	\$3.83	\$29.90
HARVEST OPERATIONS								
SWATHER (3X)	16 FT	0.33 HR		\$2.48	\$2.97	\$0.48	\$19.14	\$25.06
BALER (3X)	65 HP	0.63 HR		\$4.73	\$6.43	\$0.91	\$4.63	\$16.70
BALEWAGON (3X)	93 HP	0.60 HR		\$4.50	\$7.67	\$2.73	\$13.04	\$27.94
SUBTOTAL		1.56 HR		\$11.70	\$17.07	\$4.12	\$36.82	\$69.71
OVERHEAD EXPENSES								
DOWNTIME		0.43 HR		\$3.21				\$3.21
EMPLOYEE BENEFITS				\$6.43				\$6.43
INSURANCE			\$0.71					\$0.71
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$53.56				\$53.56
OTHER EXPENSES			\$89.78					\$89.78
SUBTOTAL		0.43 HR	\$90.49	\$63.19			\$36.00	\$189.68
TOTAL OPERATING EXPENSES		5.19 HR	\$153.04	\$98.89	\$18.89	\$4.37	\$76.64	\$351.83
NET OPERATING PROFIT							\$358.17	
INTEREST ON OPERATING CAPITAL		(\$33.56	@	5.50%)	\$1.85	
INTEREST ON EQUIPMENT INVESTMENT							\$23.00	
RETURN TO LAND AND RISK							\$333.32	
BUDGET SUMMARY								
GROSS RETURN		\$710.00						
VARIABLE OPERATING EXPENSES	\$176.30							
RETURN OVER VARIABLE EXPENSES		\$533.70	(GROSS MARGIN)					
FIXED EXPENSES	\$76.64							
NET FARM INCOME		\$457.05	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$98.89							
NET OPERATING PROFIT		\$358.17	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$24.84							
RETURN TO LAND AND RISK		\$333.32						

TABLE 7. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2017
Planting Dates: May 15 - July 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
PURCHASED INPUTS								
GRASS SEED	\$2.60	15 LBS	\$39.00					\$39.00
CANAL WATER		18 AC. IN.	\$5.00					\$5.00
SUBTOTAL			\$44.00					\$44.00
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	93 HP	0.67 HR		\$5.03	\$8.57	\$3.42	\$10.43	\$27.44
DISC (2X)	93 HP	0.14 HR		\$1.05	\$1.79	\$0.65	\$4.34	\$7.83
FLOAT	93 HP	0.24 HR		\$1.80	\$3.07	\$0.23	\$1.28	\$6.38
DRILL	65 HP	0.21 HR		\$1.58	\$2.14	\$0.49	\$10.72	\$14.94
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.39	\$0.10	\$2.99	\$3.86
IRRIGATE (3X)		1.50 HR		\$11.25				\$11.25
SUBTOTAL		2.81 HR		\$21.08	\$15.96	\$4.89	\$29.77	\$71.70
OVERHEAD EXPENSES								
DOWNTIME		0.33 HR		\$2.46				\$2.46
EMPLOYEE BENEFITS				\$3.79				\$3.79
INSURANCE			\$0.42					\$0.42
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$10.25				\$10.25
SUBTOTAL		0.33 HR	\$0.42	\$16.50			\$36.00	\$52.93
TOTAL OPERATING EXPENSES		3.14 HR	\$44.42	\$37.58	\$15.96	\$4.89	\$65.77	\$168.62

TABLE 8. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2017
Harvesting Dates: September 30 - June 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
PASTURE	\$12.00	6.00	AUMS					\$72.00
TOTAL								\$72.00
PURCHASED INPUTS								
	PRICE	QUANTITY	PURCHASED INPUTS			FIXED COST	TOTAL	
LIVESTOCK FAC & EQUIP ESTABLISHMENT: Principal		20 YEARS				\$3.00		\$3.00
: Interest						\$8.43		\$8.43
CANAL WATER		30 AC. IN.	\$5.00			\$3.46		\$3.46
								\$5.00
SUBTOTAL			\$5.00			\$14.90		\$19.90
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (5X)		2.50 HR			\$18.75			\$18.75
SUBTOTAL		2.50 HR			\$18.75			\$18.75
OVERHEAD EXPENSES								
DOWNTIME		0.00 HR		\$0.00				\$0.00
EMPLOYEE BENEFITS				\$3.38				\$3.38
INSURANCE			\$0.38					\$0.38
LAND TAXES						\$36.00		\$36.00
SUPERVISION AND MANAGEMENT				\$7.54				\$7.54
OTHER EXPENSES			\$89.78					\$89.78
SUBTOTAL		0.00 HR	\$90.15	\$10.92			\$36.00	\$137.07
TOTAL OPERATING EXPENSES		2.50 HR	\$95.15	\$29.67	\$0.00	\$0.00	\$50.90	\$175.71
NET OPERATING PROFIT								(\$103.71)
INTEREST ON OPERATING CAPITAL		(\$2.50 @	5.50%)				\$0.14
INTEREST ON EQUIPMENT INVESTMENT								\$0.00
RETURN TO LAND AND RISK								(\$103.85)
BUDGET SUMMARY								
GROSS RETURN		\$72.00						
VARIABLE OPERATING EXPENSES	\$95.15							
RETURN OVER VARIABLE EXPENSES		(\$23.15)	(GROSS MARGIN)					
FIXED EXPENSES	\$50.90							
NET FARM INCOME		(\$74.05)	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$29.67							
NET OPERATING PROFIT		(\$103.71)	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$0.14							
RETURN TO LAND AND RISK		(\$103.85)						

TABLE 9. Wheat for grain, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2017
 Planting Dates: August 1 - September 30
 Harvesting Dates: July 1 - August 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
GRAIN	\$4.20	65.00 BUSHELS	\$273.00
GRAZING	\$11.00	2.00 AUMS	\$22.00
STRAW	\$2.00	50.00 BALE	\$100.00
TOTAL			\$395.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.44	80 LBS	\$35.20		\$35.20
BALING WIRE	\$1.32	14 LBS	\$18.85		\$18.85
CANAL WATER		24 ACRE IN.	\$5.00		\$5.00
SUBTOTAL			\$59.05		\$59.05

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	93 HP	0.67 HR		\$5.03	\$8.57	\$3.42	\$10.43	\$27.44
DISC (2X)	93 HP	0.28 HR		\$2.10	\$3.58	\$1.31	\$8.68	\$15.67
FLOAT (2X)	93 HP	0.48 HR		\$3.60	\$6.14	\$0.46	\$2.55	\$12.75
DRILL	65 HP	0.21 HR		\$1.58	\$2.14	\$0.49	\$10.72	\$14.94
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.39	\$0.10	\$2.99	\$3.86
IRRIGATE (4X)		2.00 HR		\$15.00				\$15.00
SUBTOTAL		3.69 HR		\$27.68	\$20.82	\$5.78	\$35.38	\$89.66

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COMBINE (CUSTOM)			\$16.57					\$16.57
HAUL (CUSTOM)			\$12.35					\$12.35
BALER, 2-WIRE	65 HP	0.21 HR		\$1.58	\$2.14	\$0.30	\$1.54	\$5.57
BALE WAGON	93 HP	0.20 HR		\$1.50	\$2.56	\$0.91	\$4.35	\$9.31
SUBTOTAL		0.41 HR	\$28.92	\$3.08	\$4.70	\$1.21	\$5.89	\$43.80

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		0.53 HR		\$3.94				\$3.94
EMPLOYEE BENEFITS				\$5.54				\$5.54
INSURANCE			\$0.62					\$0.62
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$30.70				\$30.70
OTHER EXPENSES			\$89.78					\$89.78
SUBTOTAL		0.53 HR	\$90.39	\$40.17			\$36.00	\$166.57

TOTAL OPERATING EXPENSES		4.63 HR	\$178.37	\$70.92	\$25.53	\$6.99	\$77.28	\$359.08
NET OPERATING PROFIT								\$35.92
INTEREST ON OPERATING CAPITAL		(\$39.08 @ 5.50%)						\$2.15
INTEREST ON EQUIPMENT INVESTMENT								\$18.38
RETURN TO LAND AND RISK								\$15.39

BUDGET SUMMARY

GROSS RETURN		\$395.00	
VARIABLE OPERATING EXPENSES	\$210.88		
RETURN OVER VARIABLE EXPENSES	\$184.12		(GROSS MARGIN)
FIXED EXPENSES	\$77.28		
NET FARM INCOME	\$106.84		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$70.92		
NET OPERATING PROFIT	\$35.92		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$20.53		
RETURN TO LAND AND RISK		\$15.39	

TABLE 10. Sweet corn, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2017
 Planting Dates: May 5 - May 25
 Harvest Dates: August 15 - September 20

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
CORN	\$2.00	700.00 DOZEN						\$1,400.00
TOTAL								\$1,400.00
<hr/>								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$65.00	13 LBS	\$812.50					\$812.50
NITROGEN (N)	\$0.22	120 LBS	\$26.40					\$26.40
PHOSPHATE (P2O5)	\$0.27	45 LBS	\$12.15					\$12.15
HERBICIDE	\$19.28	1 ACRE	\$19.28					\$19.28
INSECTICIDE	\$13.18	2 X/ACRE	\$26.36					\$26.36
CANAL WATER		30 AC. IN.	\$5.00					\$5.00
SUBTOTAL			\$901.69					\$901.69
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PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	93 HP	0.14 HR		\$1.05	\$1.79	\$0.65	\$4.34	\$7.83
FLOW	93 HP	0.67 HR		\$5.03	\$8.57	\$3.42	\$10.43	\$27.44
SPRAY	65 HP	0.15 HR		\$1.13	\$1.53	\$0.29	\$8.85	\$11.80
FERT SPREADER	93 HP	0.05 HR		\$0.38	\$0.64	\$0.09	\$1.71	\$2.82
DISC	93 HP	0.14 HR		\$1.05	\$1.79	\$0.65	\$4.34	\$7.83
FLOAT	93 HP	0.24 HR		\$1.80	\$3.07	\$0.23	\$1.28	\$6.38
LISTER	65 HP	0.18 HR		\$1.35	\$1.84	\$0.59	\$29.46	\$33.23
PRE-IRRIGATE		0.75 HR		\$5.63				\$5.63
HAND PLANT		5.00 HR		\$37.50				\$37.50
SPRAY (2X)	65 HP	0.30 HR		\$2.25	\$3.06	\$0.59	\$17.71	\$23.61
CULTIVATOR (2X)	65 HP	0.42 HR		\$3.15	\$4.29	\$3.15	\$91.45	\$102.04
IRRIGATE (4X)		2.00 HR		\$15.00				\$15.00
SUBTOTAL		10.04 HR		\$75.30	\$26.58	\$9.66	\$169.57	\$281.11
<hr/>								
HARVEST OPERATIONS								
HAND PICK		25.00 HR		\$187.50				\$187.50
HAUL	3/4 TON	6.25 HR		\$46.88	\$82.69	\$5.50	\$577.92	\$712.98
SUBTOTAL		31.25 HR		\$234.38	\$82.69	\$5.50	\$577.92	\$900.48
<hr/>								
OVERHEAD EXPENSES								
DOWNTIME		3.26 HR		\$24.47				\$24.47
EMPLOYEE BENEFITS				\$55.74				\$55.74
INSURANCE			\$6.19					\$6.19
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$107.28				\$107.28
OTHER EXPENSES			\$89.78					\$89.78
SUBTOTAL		3.26 HR		\$95.97	\$187.49		\$36.00	\$319.46
<hr/>								
TOTAL OPERATING EXPENSES		13.30 HR		\$997.66	\$497.16	\$109.27	\$783.49	\$2,402.74
<hr/>								
NET OPERATING PROFIT								(\$1,002.74)
INTEREST ON OPERATING CAPITAL		(\$467.25 @	5.50%)				\$25.70
INTEREST ON EQUIPMENT INVESTMENT								\$219.96
<hr/>								
RETURN TO LAND AND RISK								(\$1,248.40)
<hr/>								
BUDGET SUMMARY								
GROSS RETURN		\$1,400.00						
VARIABLE OPERATING EXPENSES	\$1,122.09							
RETURN OVER VARIABLE EXPENSES	\$277.91	(GROSS MARGIN)						
FIXED EXPENSES	\$783.49							
NET FARM INCOME	(\$505.58)	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$497.16							
NET OPERATING PROFIT	(\$1,002.74)	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$245.66							
RETURN TO LAND AND RISK	(\$1,248.40)							

TABLE 11. Summary of per acre costs and returns, 300 acre farm with above average management, Cibola County, Projected 2017

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PERMANENT PASTURE ESTABLISHMENT	PERMANENT PASTURE	WHEAT FOR GRAIN	SWEET CORN
	TONS	TONS		AUMS	BU	DOZ
PRIMARY YIELD	3.50	4.00		6.00	65.00	700.00
PRIMARY PRICE	\$140.00	\$175.00		\$12.00	\$4.20	\$2.00
GOVERNMENT PAYMENTS	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00
SECOND INCOME	\$0.00	\$10.00		\$0.00	\$122.00	\$0.00
GROSS RETURN	\$490.00	\$710.00		\$72.00	\$395.00	\$1,400.00
CASH OPERATING EXPENSES						
SEED	\$86.80		\$39.00		\$35.20	\$812.50
FERTILIZER		\$10.80				\$38.55
CHEMICALS		\$1.50				\$45.64
CROP INSURANCE					\$0.00	
OTHER PURCHASED INPUTS		\$45.25			\$18.85	
CANAL WATER	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$23.44	\$18.89	\$15.96	\$0.00	\$25.53	\$109.27
FUEL-IRRIGATION						
REPAIRS	\$6.92	\$4.37	\$4.89	\$0.00	\$6.99	\$15.16
CUSTOM CHARGES					\$28.92	
LAND TAXES	\$36.00	\$36.00	\$36.00	\$36.00	\$36.00	\$36.00
OTHER EXPENSES	\$90.30	\$90.49	\$0.42	\$90.15	\$90.39	\$95.97
TOTAL CASH EXPENSES	\$248.46	\$212.30	\$101.28	\$131.15	\$246.88	\$1,158.09
RETURN OVER CASH EXPENSES	\$241.54	\$497.70	(\$101.28)	(\$59.15)	\$148.12	\$241.91
FIXED EXPENSES	\$46.38	\$40.64	\$29.77	\$14.90	\$41.28	\$747.49
TOTAL EXPENSES	\$294.84	\$252.95	\$131.05	\$146.05	\$288.16	\$1,905.58
NET FARM INCOME	\$195.16	\$457.05	(\$131.05)	(\$74.05)	\$106.84	(\$505.58)
LABOR AND MANAGEMENT COSTS	\$54.60	\$98.89	\$37.58	\$29.67	\$70.92	\$497.16
NET OPERATING PROFIT	\$140.56	\$358.17	(\$168.62)	(\$103.71)	\$35.92	(\$1,002.74)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL	\$2.88	\$1.85		\$0.14	\$2.15	\$25.70
INTEREST ON EQUIPMENT INVESTMENT	\$20.81	\$23.00		\$0.00	\$18.38	\$219.96
TOTAL CAPITAL COSTS	\$23.69	\$24.84	\$0.00	\$0.14	\$20.53	\$245.66
RETURN TO LAND AND RISK	\$116.87	\$333.32	(\$168.62)	(\$103.85)	\$15.39	(\$1,248.40)

TABLE 12. Whole farm summary, Cibola County,
Projected 2017

GROSS RETURNS		
ALFALFA HAY	200 ACRES	
CROP		\$140,000
GRAZING		\$2,000
PASTURE	40 ACRES	
GRAZING		\$2,880
WHEAT FOR GRAIN	20 ACRES	
CROP		\$5,460
GRAZING		\$440
STRAW		\$2,000
SWEET CORN	8 ACRES	
CROP		\$11,200
GROSS RETURN		<u>\$163,980</u>
CASH OPERATING EXPENSES		
SEED		\$9,452
FERTILIZER		\$2,468
CHEMICALS		\$665
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$9,427
CANAL WATER		\$1,475
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$5,780
FUEL-IRRIGATION		\$0
REPAIRS		\$1,318
CUSTOM CHARGES		\$578
LAND TAXES		\$10,620
OTHER EXPENSES		\$26,539
TOTAL CASH EXPENSES		<u>\$68,323</u>
RETURN OVER CASH EXPENSES		\$95,657
FIXED EXPENSES		\$16,412
TOTAL EXPENSES		\$84,735
NET FARM INCOME		\$79,245
LABOR AND MANAGEMENT COSTS		\$27,800
NET OPERATING PROFIT		\$51,445
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$695
INTEREST ON EQUIPMENT INVESTMENT		\$7,247
TOTAL CAPITAL COSTS		<u>\$7,942</u>
RETURN TO LAND AND RISK		<u>\$43,503</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	\$34,503	12.73%
\$2,000 /ACRE	\$25,503	7.31%
\$3,000 /ACRE	\$16,503	5.12%
\$4,000 /ACRE	\$7,503	3.94%
\$5,000 /ACRE	(\$1,497)	3.21%

* 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)