

TABLE 1. Acreage Summary, Luna County,
Projected 2017

BUDGET AREA..... DEMING AREA, LUNA COUNTY
FARM SIZE..... 640 ACRES ACRES
IRRIGATION TYPE..... FLOOD
NUMBER OF CROPS..... 10

ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE	
		AC.IN. PER AC.	TOTAL AC.IN.
WHEAT	68.00	20	1,360
ARP	0.00		
FLEX IN COTTON	12.00	26	312
GRAIN SORGHUM	93.50	30	2,805
ARP	0.00		
FLEX IN COTTON	16.50	26	429
COTTON	272.00	26	7,072
ARP	0.00		
FLEX IN COTTON	48.00	26	1,248
GREEN CHILE	40.00	54	2,160
RED CHILE	40.00	48	1,920
FALL ONIONS	10.00	56	560
MIDSEASON YELLOW	10.00	48	480
LATE SEASON ONIONS	10.00	48	480
SPRING LETTUCE	10.00	24	240
FALL LETTUCE	10.00 *	40	400
ROADS, DITCHES, HOMESTEAD	10.00		
TOTAL	640.00		19,466
ACRE FEET PER ACRE OF WATER RIGHTS			2.53

*DOUBLE-CROPPED

TABLE 2. Basic cost information for the Deming area,
Projected 2017

Item		
Labor Wage Rate:	\$/hour	\$7.50
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.22
Phosphate (P205)	\$/pound	\$0.27
Anhydrous Ammonia (NH3)	\$/ton	\$717.00
Seed:		
Wheat	\$/pound	\$0.44
Chile		
green	\$/pound	\$18.00
red	\$/pound	\$18.00
Grain Sorghum	\$/pound	\$1.70
Cotton	\$/pound	\$7.55
Lettuce		
spring	\$/pound	\$1.98
fall	\$/pound	\$1.98
Energy:		
Natural gas (Gas Co. of NM)	\$/MCF	\$4.01
Diesel fuel	\$/gallon	\$2.35
Gasoline	\$/gallon	\$2.10
Electricity (Columbus)	cents/KwHr	7.45
LP Gas	\$/gallon	\$2.55
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	\$223.00 /acre (full value)	\$1.87
Personal Property Tax Rate	- NR - R	\$/ \$1,000 (Assessed Value) \$25.19 \$22.11
Supervision Factors		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equipment & General	\$/labor hour	\$0.50
Vegetable Crop-Irrigation	\$/labor hour	\$2.90
Vegetable Crop-Equip. & General	\$/labor hour	\$1.00
Management Rate		
Field Crops	percent/GR	7.00%
Vegetable Crops	percent/TOE	10.00%

TABLE 3. Overhead cost information for Deming area,
Projected 2017

Item		
Electricity (Domestic & Shop)	\$242.00 per month	\$2,904
Telephone	\$157.30 per month	\$1,888
Accounting & Legal		\$16,916
Misc. Supplies & Hand Tools		\$2,656
Pickup and Auto		
miles	24,926 @ \$0.500 per mile	\$12,463
Insurance		
- general liability (non-employee)		\$1,857
- fire/theft		\$1,470
Property Taxes		
- non-planted land		\$0
- other than land & machinery		\$6,010
Building repairs and maintenance		\$1,410
Dues, fees, publications		\$411
Farmstead Equipment		\$188
Total		\$48,172
Total Per Planted Acre		\$75.27

TABLE 4. Pumping costs and data for irrigation wells, Deming area, Luna County,
Projected 2017

INPUT DATA

		DEPTH CHARACTERISTICS:	
		STATIC.....	140
		DRAW DOWN.....	60
		TOTAL HEAD.....	200
		CASING.....	225
GALLONS PER MINUTE (GPM)	600		
WORK HORSEPOWER	30		
EFFICIENCY FACTOR:			
ELECTRICITY	0.501		
NATURAL GAS	0.098		
LP GAS	0.098		
DIESEL	0.102		
FUEL COST PER UNIT:			
ELECTRICITY	7.45	CENTS/KwHr	
NATURAL GAS	\$4.01	\$/MCF	
LP GAS	\$2.55	\$/GAL	
DIESEL	\$2.35	\$/GAL	

FUEL PUMPING COSTS:

ELECTRIC WELL:		
COST PER HOUR		\$3.39
COST PER ACRE INCH		\$2.56
NATURAL GAS WELL:		
COST PER HOUR		\$3.49
COST PER ACRE INCH		\$2.63
LP GAS WELL:		
COST PER HOUR		\$21.88
COST PER ACRE INCH		\$16.50
DIESEL WELL:		
COST PER HOUR		\$12.57
COST PER ACRE INCH		\$9.48

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 2017
 Planting dates: January 1 - February 10
 Harvest dates: June 15 - July 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
WHEAT	\$4.20	50 CWT						\$210.00
DIRECT PAYMENT	\$0.00	50 CWT						\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00							\$0.00
TOTAL								\$210.00
ED INPUTS								
ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$0.44	100 LBS	\$44.00					\$44.00
ANHYDROUS AMMONIA (NH3)	\$0.36	250 LBS	\$89.63					\$89.63
NITROGEN (N)	\$0.22	30 LBS	\$6.60					\$6.60
PHOSPHATE (P2O5)	\$0.27	80 LBS	\$21.60					\$21.60
PUMP WATER*		20 ACRE IN.						
CROP INSURANCE	\$0.74		\$0.74					\$0.74
SUBTOTAL								\$162.56
EST OPERATI								
EST OPERATI	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.28 HR		\$2.10	\$6.09	\$2.05	\$4.16	\$14.40
LISTER	140 HP	0.12 HR		\$0.90	\$1.97	\$0.84	\$2.04	\$5.75
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.82	\$0.22	\$0.66	\$2.08
DRILL	140 HP	0.18 HR		\$1.35	\$2.95	\$0.97	\$8.98	\$14.25
IRRIGATE (4X)		2 HR		\$15.00	\$51.19	\$1.47	\$18.24	\$85.90
SUBTOTAL		2.63 HR		\$19.73	\$63.02	\$5.55	\$34.08	\$122.38
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	\$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							\$1.87	\$1.87
SUPERVISION AND MANAGEMENT				\$17.02				\$17.02
OTHER EXPENSES				\$75.27				\$75.27
SUBTOTAL		0.16 HR		\$75.66	\$21.75			\$99.28
TOTAL OPERATING EXPENSES		2.79 HR		\$273.72	\$41.47	\$63.02	\$5.55	\$419.72
NET OPERATING PROFIT								(\$209.72)
INTEREST ON OPERATING CAPITAL		(\$101.38 @ 5.50%)						\$5.58
INTEREST ON EQUIPMENT INVESTMENT								\$6.59
RETURN TO LAND AND RISK								(\$221.89)

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

BUDGET SUMMARY

GROSS RETURN		\$210.00	
VARIABLE OPERATING EXPENSES	\$342.29		
RETURN OVER VARIABLE EXPENSES		(\$132.29)	(GROSS MARGIN)
FIXED EXPENSES	\$35.96		
NET FARM INCOME		(\$168.25)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$41.47		
NET OPERATING PROFIT		(\$209.72)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$12.17		
RETURN TO LAND AND RISK		(\$221.89)	

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 2017
 Planting dates: May 10 - July 10
 Harvest dates: October 15 - November 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
GRAIN SORGHUM	\$5.91	70.00 CWT	\$414.00
DIRECT PAYMENT	\$0.00	70.00 CWT	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT	\$0.00
TOTAL			\$414.00

ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.70	8 LBS	\$13.60		\$13.60
ANHYDROUS AMMONIA (NH3)	\$0.36	200 LBS	\$71.70		\$71.70
NITROGEN (N)	\$0.22	30 LBS	\$6.60		\$6.60
PHOSPHATE (P2O5)	\$0.27	70 LBS	\$18.90		\$18.90
HERBICIDE	\$15.54	1 ACRE	\$15.54		\$15.54
INSECTICIDE (AERIAL)	\$18.95	1 ACRE	\$18.95		\$18.95
INSECTICIDE	\$11.16	1 DOLLAR	\$11.16		\$11.16
PUMP WATER*		30 AC. IN.			
CROP INSURANCE	\$0.53		\$0.53		\$0.53
SUBTOTAL			\$156.99		\$156.99

EST OPERATI	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
PLOW	185 HP	0.48 HR		\$3.60	\$10.44	\$3.80	\$7.27	\$25.10
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
DRAG	80 HP	0.2 HR		\$1.50	\$2.56	\$0.19	\$0.29	\$4.53
LISTER & SPRAY	140 HP	0.13 HR		\$0.98	\$2.13	\$1.00	\$2.56	\$6.67
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.82	\$0.22	\$0.66	\$2.08
PRE-IRRIGATE		0.75 HR		\$5.63	\$12.80	\$0.37	\$4.56	\$23.35
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
PLANTER	140 HP	0.17 HR		\$1.28	\$2.79	\$1.09	\$3.95	\$9.10
CULTIVATOR (2X)	80 HP	0.26 HR		\$1.95	\$3.32	\$1.05	\$0.65	\$6.98
ROTO BUCK (6X)	140 HP	0.18 HR		\$1.35	\$2.95	\$0.79	\$2.65	\$7.75
IRRIGATE (5X)		2.5 HR		\$18.75	\$63.98	\$1.84	\$22.80	\$107.37
SUBTOTAL		5.13 HR		\$38.48	\$109.56	\$12.99	\$50.38	\$211.40

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	\$2.30	\$0.67	\$2.44	\$6.45
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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						\$1.87		\$1.87
SUPERVISION AND MANAGEMENT				\$33.24				\$33.24
OTHER EXPENSES			\$75.27					\$75.27
SUBTOTAL		0.51 HR	\$76.06	\$44.14			\$1.87	\$122.07

TOTAL OPERATING EXPENSES		5.78 HR	\$261.35	\$83.67	\$111.85	\$13.66	\$54.69	\$525.21
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NET OPERATING PROFIT								(\$111.21)
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INTEREST ON OPERATING CAPITAL	(\$112.23	@	5.50%)			\$6.17
INTEREST ON EQUIPMENT INVESTMENT								\$11.91

RETURN TO LAND AND RISK								(\$129.29)
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* Pump water costs are shown under irrigation in the preharvest operations section.
 BUDGET SUMMARY

GROSS RETURN		\$414.00		
VARIABLE OPERATING EXPENSES	\$386.86			
RETURN OVER VARIABLE EXPENSES		\$27.14	(GROSS MARGIN)	
FIXED EXPENSES	\$54.69			
NET FARM INCOME		(\$27.55)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$83.67			
NET OPERATING PROFIT		(\$111.21)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$18.08			
RETURN TO LAND AND RISK		(\$129.29)		

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 2017
 Planting dates: April 1 - May 15
 Harvest dates: October 1 - December 20

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
LINT	\$0.75	750 LBS	\$562.50
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			\$670.50

ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$7.55	18 LBS	\$135.90		\$135.90
ANHYDROUS AMMONIA (NH3)	\$0.36	150 LBS	\$53.78		\$53.78
NITROGEN (N)	\$0.22	30 LBS	\$6.60		\$6.60
PHOSPHATE (P2O5)	\$0.27	80 LBS	\$21.60		\$21.60
HERBICIDE	\$15.54	1 ACRE	\$15.54		\$15.54
INSECTICIDE	\$11.16	1 ACRE	\$11.16		\$11.16
CROP INSURANCE	\$0.18	1 FCIC	\$0.18		\$0.18
PUMP WATER*		26 AC. IN.			
SUBTOTAL			\$244.76		\$244.76

EST OPERATI	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.28 HR		\$2.10	\$6.09	\$2.05	\$4.16	\$14.40
PLOW	185 HP	0.48 HR		\$3.60	\$10.44	\$3.80	\$7.27	\$25.10
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
DRAG (2X)	80 HP	0.2 HR		\$1.50	\$2.56	\$0.19	\$0.29	\$4.53
LISTER & SPRAY	140 HP	0.13 HR		\$0.98	\$2.13	\$1.00	\$2.56	\$6.67
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.82	\$0.22	\$0.66	\$2.08
PRE-IRRIGATE		0.75 HR		\$5.63	\$13.31	\$0.38	\$4.74	\$24.06
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
PLANTER	140 HP	0.17 HR		\$1.28	\$2.79	\$1.09	\$3.95	\$9.10
CULTIVATOR (3X)	80 HP	0.39 HR		\$2.93	\$4.99	\$1.58	\$0.98	\$10.47
HAND HOE (CUSTOM) (2X)			\$50.00					\$50.00
ROTO BUCK (5X)	140 HP	0.15 HR		\$1.13	\$2.46	\$0.66	\$2.21	\$6.45
IRRIGATE (4X)		2 HR		\$15.00	\$53.24	\$1.53	\$18.97	\$88.73
SUBTOTAL		4.87 HR	\$50.00	\$36.53	\$103.53	\$14.12	\$48.69	\$252.87

HARVEST OPERATIONS

COTTON PICKER (2X)	2 ROW	1.24 HR		\$9.30	\$15.75	\$0.03	\$36.36	\$61.44
COTTON TRAILER (2X)	HALF TON	1 HR		\$7.50	\$13.23	\$0.81	\$10.52	\$32.05
GIN COTTON (CUSTOM)			\$139.20					\$139.20
SUBTOTAL		2.24 HR	\$139.20	\$16.80	\$28.98	\$0.84	\$46.87	\$232.69

POST HARVEST OPERATIONS

SHREDDER	126 HP	0.14 HR		\$1.05	\$2.30	\$0.67	\$2.44	\$6.45
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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						\$1.87		\$1.87
SUPERVISION AND MANAGEMENT				\$51.94				\$51.94
OTHER EXPENSES			\$75.27					\$75.27
SUBTOTAL		1.03 HR	\$76.36	\$69.47		\$1.87		\$147.70

TOTAL OPERATING EXPENSES		8.28 HR	\$510.31	\$123.84	\$134.81	\$15.62	\$99.88	\$884.47
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NET OPERATING PROFIT								(\$213.97)
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INTEREST ON OPERATING CAPITAL	(\$166.62	@	5.50%)			\$9.16
INTEREST ON EQUIPMENT INVESTMENT								\$22.74

RETURN TO LAND AND RISK								(\$245.87)
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* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$670.50	
VARIABLE OPERATING EXPENSES	\$660.74		
RETURN OVER VARIABLE EXPENSES		\$9.76	(GROSS MARGIN)
FIXED EXPENSES	\$99.88		
NET FARM INCOME		(\$90.13)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$123.84		
NET OPERATING PROFIT		(\$213.97)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$31.90		
RETURN TO LAND AND RISK		(\$245.87)	

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 2017
 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	\$18.00	4 LBS	\$72.00		\$72.00
ANHYDROUS AMMONIA (NH3)	\$0.36	300 LBS	\$107.55		\$107.55
NITROGEN (N)	\$0.22	60 LBS	\$13.20		\$13.20
PHOSPHATE (P2O5)	\$0.27	150 LBS	\$40.50		\$40.50
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			\$336.90		\$336.90

EST OPERATI	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
PLOW	185 HP	0.48 HR		\$3.60	\$10.44	\$3.80	\$7.27	\$25.10
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
LASER (CUSTOM)			\$73.33					\$73.33
LISTER & SPRAY	140 HP	0.13 HR		\$0.98	\$2.13	\$1.00	\$2.56	\$6.67
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.82	\$0.22	\$0.66	\$2.08
PRE-IRRIGATE		0.75 HR		\$5.63	\$9.21	\$0.26	\$3.28	\$18.39
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
PLANTER	140 HP	0.17 HR		\$1.28	\$2.79	\$1.09	\$3.95	\$9.10
CULTIVATOR (5X)	80 HP	0.65 HR		\$4.88	\$8.31	\$2.63	\$1.63	\$17.45
THIN & HOE (CUSTOM)			\$90.00					\$90.00
ROTO BUCK (7X)	140 HP	0.21 HR		\$1.58	\$3.45	\$0.92	\$3.09	\$9.04
IRRIGATE (14X)		7 HR		\$52.50	\$128.99	\$3.71	\$45.96	\$231.16
SUBTOTAL		9.85 HR	\$163.33	\$73.88	\$173.90	\$16.27	\$73.40	\$500.78

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	\$79.38	\$28.65	\$36.47	\$189.50
SUBTOTAL		6.00 HR	\$1,089.00	\$45.00	\$79.38	\$28.65	\$36.47	\$1,278.50

POST HARVEST OPERATIONS

SHREDDER	80 HP	0.29 HR		\$2.18	\$3.71	\$1.35	\$1.83	\$9.07
SUBTOTAL		0.29 HR	\$0.00	\$2.18	\$3.71	\$1.35	\$1.83	\$9.07

OVERHEAD EXPENSES

DOWNTIME		0.565 HR		\$4.24				\$4.24
EMPLOYEE BENEFITS				\$13.69				\$13.69
INSURANCE			\$1.52					\$1.52
LAND TAXES							\$1.87	\$1.87
SUPERVISION AND MANAGEMENT				\$122.23				\$122.23
OTHER EXPENSES			\$75.27					\$75.27
SUBTOTAL		0.57 HR	\$76.79	\$140.16			\$1.87	\$218.82

TOTAL OPERATING EXPENSES		16.71 HR	\$1,666.02	\$261.21	\$256.99	\$46.28	\$113.57	\$2,344.07
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NET OPERATING PROFIT								\$2,880.93
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INTEREST ON OPERATING CAPITAL	(\$316.17	@	5.50%)			\$17.39
INTEREST ON EQUIPMENT INVESTMENT								\$35.95

RETURN TO LAND AND RISK								\$2,827.59
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* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$5,225.00	
VARIABLE OPERATING EXPENSES	\$1,969.29		
RETURN OVER VARIABLE EXPENSES	\$3,255.71	(GROSS MARGIN)	
FIXED EXPENSES	\$113.57		
NET FARM INCOME	\$3,142.13	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$261.21		
NET OPERATING PROFIT	\$2,880.93	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$53.34		
RETURN TO LAND AND RISK	\$2,827.59		

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 2017
 Planting dates: March 15 - May 1
 Harvesting dates: September 15 - January 31

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
RED CHILE	\$0.60	4,000.00 LBS						\$2,400.00
TOTAL							\$2,400.00	
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$18.00	4 LBS	\$72.00					\$72.00
ANHYDROUS AMMONIA (NH3)	\$0.36	230 LBS	\$82.46					\$82.46
NITROGEN (N)	\$0.22	60 LBS	\$13.20					\$13.20
PHOSPHATE (P2O5)	\$0.27	150 LBS	\$40.50					\$40.50
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			\$315.46					\$315.46
STATION OPERATIONS								
STATION OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
PLOW	185 HP	0.48 HR		\$3.60	\$10.44	\$3.80	\$7.27	\$25.10
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
DRAG (2X)	80 HP	0.2 HR		\$1.50	\$2.56	\$0.19	\$0.07	\$4.32
LISTER	140 HP	0.12 HR		\$0.90	\$1.97	\$0.84	\$2.04	\$5.75
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.82	\$0.22	\$0.66	\$2.08
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.24	\$0.29	\$3.65	\$19.80
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
PLANTER	140 HP	0.17 HR		\$1.28	\$2.79	\$1.09	\$3.95	\$9.10
CULTIVATOR (5X)	80 HP	0.65 HR		\$4.88	\$8.31	\$2.63	\$1.63	\$17.45
THIN & HOE (CUSTOM)			\$90.00					\$90.00
ROTO BUCK (7X)	140 HP	0.21 HR		\$1.58	\$3.45	\$0.92	\$3.09	\$9.04
IRRIGATE (11X)		5.5 HR		\$41.25	\$112.61	\$3.24	\$40.12	\$197.22
SUBTOTAL		8.54 HR	\$90.00	\$64.05	\$160.94	\$15.87	\$67.48	\$398.33
HARVEST OPERATIONS								
HARVEST (CUSTOM)			\$880.00					\$880.00
HAUL	3/4 TON	3 HR		\$22.50	\$39.69	\$14.33	\$18.24	\$94.75
SUBTOTAL		3.00 HR	\$880.00	\$22.50	\$39.69	\$14.33	\$18.24	\$974.75
POST HARVEST OPERATIONS								
SHREDDER	80 HP	0.29 HR		\$2.18	\$3.71	\$1.02	\$1.62	\$8.52
SUBTOTAL		0.29 HR	\$0.00	\$2.18	\$3.71	\$1.02	\$1.62	\$8.52
OVERHEAD EXPENSES								
DOWNTIME		1.395 HR		\$10.46				\$10.46
EMPLOYEE BENEFITS				\$15.58				\$15.58
INSURANCE			\$1.73					\$1.73
LAND TAXES						\$1.87		\$1.87
SUPERVISION AND MANAGEMENT				\$101.09				\$101.09
OTHER EXPENSES			\$75.27					\$75.27
SUBTOTAL		1.40 HR	\$77.00	\$127.13			\$1.87	\$206.01
TOTAL OPERATING EXPENSES		13.23 HR	\$1,362.46	\$215.86	\$204.34	\$31.21	\$89.20	\$1,903.07
NET OPERATING PROFIT							\$496.93	
INTEREST ON OPERATING CAPITAL		(\$280.16 @ 5.50%)					\$15.41	
INTEREST ON EQUIPMENT INVESTMENT							\$24.37	
RETURN TO LAND AND RISK							\$457.15	

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

BUDGET SUMMARY

GROSS RETURN		\$2,400.00	
VARIABLE OPERATING EXPENSES	\$1,598.01		
RETURN OVER VARIABLE EXPENSES		\$801.99	(GROSS MARGIN)
FIXED EXPENSES	\$89.20		
NET FARM INCOME		\$712.79	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$215.86		
NET OPERATING PROFIT		\$496.93	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$39.78		
RETURN TO LAND AND RISK		\$457.15	

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 2017
 Planting dates: January 1 - February 5
 Harvesting dates: May 15 - June 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
SPRING LETTUCE	\$6.31	475.00	CARTONS					\$2,997.25
TOTAL								\$2,997.25
ED INPUTS								
ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$1.98	4	LBS	\$7.92				\$7.92
ANHYDROUS AMMONIA (NH3)	\$0.36	250	LBS	\$89.63				\$89.63
NITROGEN (N)	\$0.22	50	LBS	\$11.00				\$11.00
PHOSPHATE (P2O5)	\$0.27	150	LBS	\$40.50				\$40.50
INSECTICIDE	\$92.45	1	X/ACRE	\$92.45				\$92.45
PUMP WATER*		24	AC. IN.					
SUBTOTAL				\$241.50				\$241.50
EST OPERATIO								
EST OPERATIO	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
PLOW	185 HP	0.48 HR		\$3.60	\$10.44	\$3.80	\$7.27	\$25.10
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.82	\$0.22	\$0.66	\$2.08
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$3.70	\$1.36	\$2.99	\$9.32
LISTER	140 HP	0.12 HR		\$0.90	\$1.97	\$0.84	\$2.04	\$5.75
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.24	\$0.29	\$3.65	\$19.80
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$4.27	\$1.32	\$9.70	\$17.24
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.95	\$8.44	\$2.87	\$3.78	\$20.04
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
THIN & HOE (CUSTOM)			\$120.00					\$120.00
SPRAY	80 HP	0.11 HR		\$0.83	\$1.41	\$0.18	\$0.41	\$2.82
DUSTER (CUSTOM)			\$5.00					\$5.00
ROTO BUCK (5X)	140 HP	0.15 HR		\$1.13	\$2.46	\$0.66	\$2.21	\$6.45
IRRIGATE (5X)		2.5 HR		\$18.75	\$51.19	\$1.47	\$18.24	\$89.65
SUBTOTAL		5.79 HR	\$198.33	\$43.43	\$104.35	\$16.26	\$56.76	\$419.12
HARVEST OPERATIONS								
HARVEST (CUSTOM)				\$878.75				\$878.75
CARTONS (CUSTOM)				\$403.75				\$403.75
HAUL (CUSTOM)				\$142.50				\$142.50
BROKERAGE (CUSTOM)				\$277.25				\$277.25
SUBTOTAL		0.00 HR	\$1,702.25	\$0.00	\$0.00	\$0.00	\$0.00	\$1,702.25
OVERHEAD EXPENSES								
DOWNTIME		0.5025 HR		\$3.77				\$3.77
EMPLOYEE BENEFITS				\$7.82				\$7.82
INSURANCE			\$0.87					\$0.87
LAND TAXES							\$1.87	\$1.87
SUPERVISION AND MANAGEMENT				\$86.46				\$86.46
OTHER EXPENSES			\$75.27					\$75.27
SUBTOTAL		0.50 HR	\$76.14	\$98.04			\$1.87	\$176.05
TOTAL OPERATING EXPENSES		6.29 HR	\$2,218.21	\$141.47	\$104.35	\$16.26	\$58.63	\$2,538.91
NET OPERATING PROFIT								\$458.34
INTEREST ON OPERATING CAPITAL		(\$292.75	@	5.50%)		\$16.10
INTEREST ON EQUIPMENT INVESTMENT								\$14.87
RETURN TO LAND AND RISK								\$427.36
* Pump water costs are shown under irrigation in the preharvest operations section.								
BUDGET SUMMARY								
GROSS RETURN				\$2,997.25				
VARIABLE OPERATING EXPENSES	\$2,338.82							
RETURN OVER VARIABLE EXPENSES		\$658.43	(GROSS MARGIN)					
FIXED EXPENSES	\$58.63							
NET FARM INCOME		\$599.80	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$141.47							
NET OPERATING PROFIT		\$458.34	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$30.98							
RETURN TO LAND AND RISK		\$427.36						

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 2017
 Planting dates: July 20 - August 10
 Harvesting dates: October 1 - October 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
FALL LETTUCE	\$6.01	500.00 CARTONS						\$3,005.00
TOTAL							\$3,005.00	
ED INPUTS								
ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$1.98	4 LBS	\$7.92					\$7.92
ANHYDROUS AMMONIA (NH3)	\$0.36	250 LBS	\$89.63					\$89.63
NITROGEN (N)	\$0.22	50 LBS	\$11.00					\$11.00
PHOSPHATE (P2O5)	\$0.27	150 LBS	\$40.50					\$40.50
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			\$260.19					\$260.19
EST OPERATIO								
EST OPERATIO	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
PLOW	185 HP	0.48 HR		\$3.60	\$10.44	\$3.80	\$7.27	\$25.10
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.82	\$0.22	\$0.66	\$2.08
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$3.70	\$1.36	\$2.99	\$9.32
LISTER	140 HP	0.12 HR		\$0.90	\$1.97	\$0.84	\$2.04	\$5.75
PRE-IRRIGATE		0.75 HR		\$5.63	\$12.80	\$0.37	\$4.56	\$23.35
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$4.27	\$1.32	\$9.70	\$17.24
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.95	\$8.44	\$2.87	\$3.78	\$20.04
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
THIN & HOE (CUSTOM)			\$180.00					\$180.00
SPRAY	80 HP	0.11 HR		\$0.83	\$1.41	\$0.18	\$0.41	\$2.82
DUSTER (CUSTOM)			\$15.00					\$15.00
ROTO BUCK (7X)	140 HP	0.21 HR		\$1.58	\$3.45	\$0.92	\$3.09	\$9.04
IRRIGATE (7X)		3.5 HR		\$26.25	\$89.58	\$2.57	\$31.92	\$150.32
SUBTOTAL		6.85 HR	\$268.33	\$51.38	\$146.28	\$17.70	\$72.23	\$555.92
HARVEST OPERATIONS								
HARVEST (CUSTOM)			\$925.00					\$925.00
CARTONS (CUSTOM)			\$425.00					\$425.00
HAUL (CUSTOM)			\$150.00					\$150.00
BROKERAGE (CUSTOM)			\$277.96					\$277.96
SUBTOTAL		0.00 HR	\$1,777.96	\$0.00	\$0.00	\$0.00	\$0.00	\$1,777.96
OVERHEAD EXPENSES								
DOWNTIME		0.5175 HR		\$3.88				\$3.88
EMPLOYEE BENEFITS				\$9.25				\$9.25
INSURANCE			\$1.03					\$1.03
LAND TAXES						\$1.87		\$1.87
SUPERVISION AND MANAGEMENT				\$105.67				\$105.67
OTHER EXPENSES			\$75.27					\$75.27
SUBTOTAL		0.52 HR	\$76.30	\$118.79			\$1.87	\$196.96
TOTAL OPERATING EXPENSES		7.37 HR	\$2,382.78	\$170.17	\$146.28	\$17.70	\$74.10	\$2,791.03
NET OPERATING PROFIT							\$213.97	
INTEREST ON OPERATING CAPITAL		(\$319.25 @ 5.50%)					\$17.56	
INTEREST ON EQUIPMENT INVESTMENT							\$16.23	
RETURN TO LAND AND RISK							\$180.18	

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

BUDGET SUMMARY

GROSS RETURN		\$3,005.00	
VARIABLE OPERATING EXPENSES	\$2,546.76		
RETURN OVER VARIABLE EXPENSES		\$458.24	(GROSS MARGIN)
FIXED EXPENSES	\$74.10		
NET FARM INCOME		\$384.14	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$170.17		
NET OPERATING PROFIT		\$213.97	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$33.79		
RETURN TO LAND AND RISK		\$180.18	

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 2017
 Planting dates: October 1 - October 31
 Harvesting dates: June 1 - July 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
FALL ONIONS	\$7.94	820.00	SACKS					\$6,510.80	
TOTAL								\$6,510.80	
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
SEED	\$100.00	4 LBS	\$400.00						\$400.00
ANHYDROUS AMMONIA (NH3)	\$0.36	450 LBS	\$161.33						\$161.33
NITROGEN (N)	\$0.22	75 LBS	\$16.50						\$16.50
PHOSPHATE (P2O5)	\$0.27	180 LBS	\$48.60						\$48.60
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			\$733.54						\$733.54
ST OPERATIO									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20	
PLOW	185 HP	0.48 HR		\$3.60	\$10.44	\$3.80	\$7.27	\$25.10	
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20	
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.82	\$0.22	\$0.66	\$2.08	
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$3.70	\$1.36	\$2.99	\$9.32	
LISTER	140 HP	0.12 HR		\$0.90	\$1.97	\$0.84	\$2.04	\$5.75	
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.24	\$0.29	\$3.65	\$19.80	
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07	
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$4.27	\$1.32	\$9.70	\$17.24	
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.95	\$8.44	\$2.87	\$3.78	\$20.04	
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07	
THIN & HOE (CUSTOM)			\$120.00					\$120.00	
ROTO BUCK (9X)	140 HP	0.27 HR		\$2.03	\$4.43	\$1.19	\$3.98	\$11.62	
IRRIGATE (13X)		6.5 HR		\$48.75	\$133.09	\$3.82	\$47.42	\$233.08	
SUBTOTAL		9.80 HR	\$193.33	\$73.50	\$186.81	\$18.96	\$87.29	\$559.89	
HARVEST OPERATIONS									
ONION KNIVES	80 HP	0.27 HR		\$2.03	\$3.45	\$0.51	\$3.83	\$9.81	
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)			\$585.97					\$585.97	
SUBTOTAL		0.27 HR	\$3,455.97	\$2.03	\$3.45	\$0.51	\$3.83	\$3,465.79	
OVERHEAD EXPENSES									
DOWNTIME		0.6 HR		\$4.50				\$4.50	
EMPLOYEE BENEFITS				\$13.59				\$13.59	
INSURANCE			\$1.51					\$1.51	
LAND TAXES							\$1.87	\$1.87	
SUPERVISION AND MANAGEMENT				\$163.84				\$163.84	
OTHER EXPENSES			\$75.27					\$75.27	
SUBTOTAL		0.60 HR	\$76.78	\$181.94			\$1.87	\$260.59	
TOTAL OPERATING EXPENSES		10.67 HR	\$4,459.62	\$257.46	\$190.26	\$19.47	\$92.99	\$5,019.80	
NET OPERATING PROFIT								\$1,491.00	
INTEREST ON OPERATING CAPITAL		(\$706.54 @ 5.50%)						\$38.86	
INTEREST ON EQUIPMENT INVESTMENT								\$19.00	
RETURN TO LAND AND RISK								\$1,433.14	

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

BUDGET SUMMARY			
GROSS RETURN		\$6,510.80	
VARIABLE OPERATING EXPENSES	\$4,669.35		
RETURN OVER VARIABLE EXPENSES		\$1,841.45	(GROSS MARGIN)
FIXED EXPENSES	\$92.99		
NET FARM INCOME		\$1,748.46	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$257.46		
NET OPERATING PROFIT		\$1,491.00	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$57.86		
RETURN TO LAND AND RISK		\$1,433.14	

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	\$8.31	670.00 SACKS						\$5,567.70
TOTAL							\$5,567.70	
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$150.00	4 LBS	\$600.00					\$600.00
ANHYDROUS AMMONIA (NH3)	\$0.36	450 LBS	\$161.33					\$161.33
NITROGEN (N)	\$0.22	75 LBS	\$16.50					\$16.50
PHOSPHATE (P2O5)	\$0.27	180 LBS	\$48.60					\$48.60
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			\$967.37					\$967.37
ST OPERATIONS								
ST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
PLOW	185 HP	0.48 HR		\$3.60	\$10.44	\$3.80	\$7.27	\$25.10
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.82	\$0.22	\$0.66	\$2.08
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$3.70	\$1.36	\$2.99	\$9.32
LISTER	126 HP	0.12 HR		\$0.90	\$1.97	\$0.84	\$2.04	\$5.75
PRE-IRRIGATE		0.75 HR		\$5.63	\$8.78	\$0.25	\$3.13	\$17.78
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$4.27	\$1.32	\$9.70	\$17.24
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.95	\$8.44	\$2.87	\$3.78	\$20.04
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
THIN & HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	140 HP	0.27 HR		\$2.03	\$4.43	\$1.19	\$3.98	\$11.62
IRRIGATE (13X)		6.5 HR		\$48.75	\$114.08	\$3.28	\$40.64	\$206.75
SUBTOTAL		9.80 HR	\$193.33	\$73.50	\$166.33	\$18.37	\$80.00	\$531.53
HARVEST OPERATIONS								
ONION KNIVES	80 HP	0.27 HR		\$2.03	\$3.45	\$0.51	\$3.83	\$9.81
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)			\$501.09					\$501.09
SUBTOTAL		0.27 HR	\$2,846.09	\$2.03	\$3.45	\$0.51	\$3.83	\$2,855.91
OVERHEAD EXPENSES								
DOWNTIME		0.6 HR		\$4.50				\$4.50
EMPLOYEE BENEFITS				\$13.59				\$13.59
INSURANCE			\$1.51					\$1.51
LAND TAXES							\$1.87	\$1.87
SUPERVISION AND MANAGEMENT				\$184.39				\$184.39
OTHER EXPENSES			\$75.27					\$75.27
SUBTOTAL		0.60 HR	\$76.78	\$202.49			\$1.87	\$281.14
TOTAL OPERATING EXPENSES		10.67 HR	\$4,083.57	\$278.01	\$169.79	\$18.88	\$85.70	\$4,635.94
NET OPERATING PROFIT							\$931.76	
INTEREST ON OPERATING CAPITAL		(\$767.36 @ 5.50%)						\$42.21
INTEREST ON EQUIPMENT INVESTMENT								\$18.49
RETURN TO LAND AND RISK							\$871.06	

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

BUDGET SUMMARY

GROSS RETURN		\$5,567.70	
VARIABLE OPERATING EXPENSES	\$4,272.23		
RETURN OVER VARIABLE EXPENSES		\$1,295.47	(GROSS MARGIN)
FIXED EXPENSES	\$85.70		
NET FARM INCOME		\$1,209.77	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$278.01		
NET OPERATING PROFIT		\$931.76	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$60.70		
RETURN TO LAND AND RISK		\$871.06	

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 2017
 Planting dates: January 15 - February 15
 Harvesting dates: August 1 - August 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
LATE SEASON ONIONS	\$7.44	820.00	SACKS					\$6,100.80
TOTAL								\$6,100.80
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$179.00	4 LBS	\$716.00					\$716.00
ANHYDROUS AMMONIA (NH3)	\$0.36	400 LBS	\$143.40					\$143.40
NITROGEN (N)	\$0.22	75 LBS	\$16.50					\$16.50
PHOSPHATE (P2O5)	\$0.27	180 LBS	\$48.60					\$48.60
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			\$1,065.44					\$1,065.44
ST OPERATIONS								
ST OPERATIO	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
PLOW	185 HP	0.48 HR		\$3.60	\$10.44	\$3.80	\$7.27	\$25.10
DISC	185 HP	0.14 HR		\$1.05	\$3.05	\$1.02	\$2.08	\$7.20
LASER PLANE (CUSTOM)			\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.82	\$0.22	\$0.66	\$2.08
DISC & SPRAY	185 HP	0.17 HR		\$1.28	\$3.70	\$1.36	\$2.99	\$9.32
LISTER	140 HP	0.12 HR		\$0.90	\$1.97	\$0.84	\$2.04	\$5.75
PRE-IRRIGATE		0.75 HR		\$5.63	\$8.78	\$0.25	\$3.13	\$17.78
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$4.27	\$1.32	\$9.70	\$17.24
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		\$4.95	\$8.44	\$2.87	\$3.78	\$20.04
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.66	\$0.61	\$0.82	\$4.07
THIN & HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	140 HP	0.27 HR		\$2.03	\$4.43	\$1.19	\$3.98	\$11.62
IRRIGATE (13X)		6.5 HR		\$48.75	\$114.08	\$3.28	\$40.64	\$206.75
SUBTOTAL		9.80 HR	\$193.33	\$73.50	\$166.33	\$18.37	\$80.00	\$531.53
HARVEST OPERATIONS								
ONION KNIVES	80 HP	0.27 HR		\$2.03	\$3.45	\$0.51	\$3.83	\$9.81
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)			\$549.07					\$549.07
SUBTOTAL		0.27 HR	\$3,419.07	\$2.03	\$3.45	\$0.51	\$3.83	\$3,428.89
OVERHEAD EXPENSES								
DOWNTIME		0.6 HR		\$4.50				\$4.50
EMPLOYEE BENEFITS				\$13.59				\$13.59
INSURANCE			\$1.51					\$1.51
LAND TAXES						\$1.87		\$1.87
SUPERVISION AND MANAGEMENT				\$194.20				\$194.20
OTHER EXPENSES			\$75.27					\$75.27
SUBTOTAL		0.60 HR	\$76.78	\$212.29			\$1.87	\$290.95
TOTAL OPERATING EXPENSES		10.67 HR	\$4,754.62	\$287.82	\$169.79	\$18.88	\$85.70	\$5,316.81
NET OPERATING PROFIT								\$783.99
INTEREST ON OPERATING CAPITAL		(\$864.15 @	5.50%)				\$47.53
INTEREST ON EQUIPMENT INVESTMENT								\$18.49
RETURN TO LAND AND RISK								\$717.97

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

BUDGET SUMMARY

GROSS RETURN		\$6,100.80	
VARIABLE OPERATING EXPENSES	\$4,943.29		
RETURN OVER VARIABLE EXPENSES		\$1,157.51	(GROSS MARGIN)
FIXED EXPENSES	\$85.70		
NET FARM INCOME		\$1,071.81	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$287.82		
NET OPERATING PROFIT		\$783.99	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$66.02		
RETURN TO LAND AND RISK		\$717.97	

TABLE 16. Summary of per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2017

	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	\$4.20	\$5.91	\$0.75	\$475.00	\$0.60	\$6.31	\$6.01	\$7.94	\$8.31	\$7.44
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	\$210.00	\$414.00	\$670.50	\$5,225.00	\$2,400.00	\$2,997.25	\$3,005.00	\$6,510.80	\$5,567.70	\$6,100.80
CASH OPERATING EXPENSES										
SEED	\$44.00	\$13.60	\$135.90	\$72.00	\$72.00	\$7.92	\$7.92	\$400.00	\$600.00	\$716.00
FERTILIZER	\$117.83	\$97.20	\$81.98	\$161.25	\$136.16	\$141.13	\$141.13	\$226.43	\$226.43	\$208.50
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	\$11.83	\$35.07	\$68.27	\$118.79	\$81.49	\$42.92	\$43.91	\$46.94	\$46.94	\$46.94
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	\$15.62	\$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	\$1,900.58	\$2,046.29	\$3,649.30	\$3,039.42	\$3,612.40
LAND TAXES	\$1.87	\$1.87	\$1.87	\$1.87	\$1.87	\$1.87	\$1.87	\$1.87	\$1.87	\$1.87
OTHER EXPENSES	\$75.66	\$76.06	\$76.36	\$76.79	\$77.00	\$76.14	\$76.30	\$76.78	\$76.78	\$76.78
TOTAL CASH EXPENSES	\$344.17	\$388.73	\$662.62	\$1,971.17	\$1,599.88	\$2,340.69	\$2,548.63	\$4,671.22	\$4,274.11	\$4,945.16
RETURN OVER CASH EXPENSES	(\$134.17)	\$25.27	\$7.88	\$3,253.83	\$800.12	\$656.56	\$456.37	\$1,839.58	\$1,293.59	\$1,155.64
FIXED EXPENSES	\$34.08	\$52.82	\$98.01	\$111.70	\$87.33	\$56.76	\$72.23	\$91.12	\$83.83	\$83.83
TOTAL EXPENSES	\$378.25	\$441.55	\$760.63	\$2,082.87	\$1,687.21	\$2,397.45	\$2,620.86	\$4,762.34	\$4,357.93	\$5,028.99
NET FARM INCOME	(\$168.25)	(\$27.55)	(\$90.13)	\$3,142.13	\$712.79	\$599.80	\$384.14	\$1,748.46	\$1,209.77	\$1,071.81
LABOR AND MANAGEMENT COSTS	\$41.47	\$83.67	\$123.84	\$261.21	\$215.86	\$141.47	\$170.17	\$257.46	\$278.01	\$287.82
NET OPERATING PROFIT	(\$209.72)	(\$111.21)	(\$213.97)	\$2,880.93	\$496.93	\$458.34	\$213.97	\$1,491.00	\$931.76	\$783.99
CAPITAL COSTS										
INTEREST ON OPERATING CAPITAL	\$5.58	\$6.17	\$9.16	\$17.39	\$15.41	\$16.10	\$17.56	\$38.86	\$42.21	\$47.53
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	\$12.17	\$18.08	\$31.90	\$53.34	\$39.78	\$30.98	\$33.79	\$57.86	\$60.70	\$66.02
RETURN TO LAND AND RISK	(\$221.89)	(\$129.29)	(\$245.87)	\$2,827.59	\$457.15	\$427.36	\$180.18	\$1,433.14	\$871.06	\$717.97

TABLE 17. Whole farm summary, Deming area, Luna County,
Projected 2017

GROSS RETURNS		
WHEAT	68.00 ACRES	
CROP		\$14,280
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
GRAIN SORGHUM	93.50 ACRES	
CROP		\$38,709
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
UPLAND COTTON	348.50 ACRES	
LINT		\$196,031
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		\$96,000
SPRING LETTUCE	10.00 ACRES	
CROP		\$29,973
FALL LETTUCE	10.00 ACRES	
CROP		\$30,050
FALL ONIONS	10.00 ACRES	
CROP		\$65,108
MIDSEASON ONIONS	10.00 ACRES	
CROP		\$55,677
LATE SEASON ONIONS	10.00 ACRES	
CROP		\$61,008
GROSS RETURN		<u>\$833,474</u>
CASH OPERATING EXPENSES		
SEED		\$74,703
FERTILIZER		\$67,001
CHEMICALS		\$21,986
CROP INSURANCE		\$6,102
OTHER PURCHASED INPUTS		\$0
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$38,163
FUEL-IRRIGATION		\$49,821
REPAIRS		\$11,109
CUSTOM CHARGES		\$302,369
LAND TAXES		\$1,198
OTHER EXPENSES		\$48,847
TOTAL CASH EXPENSES		<u>\$621,298</u>
RETURN OVER CASH EXPENSES		\$212,175
FIXED EXPENSES		\$53,251
TOTAL EXPENSES		\$674,550
NET FARM INCOME		\$158,924
LABOR AND MANAGEMENT COSTS		\$84,233
NET OPERATING PROFIT		\$74,690
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$7,084
INTEREST ON EQUIPMENT INVESTMENT		\$12,769
TOTAL CAPITAL COSTS		<u>\$19,854</u>
RETURN TO LAND AND RISK		<u>\$54,837</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$500 /ACRE	\$45,237	10.23%
\$700 /ACRE	\$41,397	8.70%
\$900 /ACRE	\$37,557	7.57%
\$1,100 /ACRE	\$33,717	6.70%
\$1,300 /ACRE	\$29,877	6.01%
\$1,500 /ACRE	\$26,037	5.45%

* 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)