

TABLE 6. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Projected 2017
Planting dates: September 1 - September 31

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL	
PURCHASED INPUTS									
SEED	\$3.05	30.00 LBS		\$91.50				\$91.50	
INSECTICIDE (CUSTOM)	\$13.38	1 ACRE		\$13.38				\$13.38	
PUMP WATER*		16.00 AC. IN.							
SUBTOTAL				\$104.88				\$104.88	
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	145 HP	0.17 HR		\$1.45	\$6.59	\$1.89	\$2.76	\$12.69	
PLOW	145 HP	0.48 HR		\$4.10	\$9.31	\$4.94	\$6.71	\$25.06	
DISC (2X)	145 HP	0.34 HR		\$2.91	\$6.59	\$3.77	\$5.51	\$18.79	
PLANE (2X)	130 HP	0.48 HR		\$4.10	\$9.30	\$1.95	\$13.06	\$28.42	
DRILL	96 HP	0.21 HR		\$1.80	\$2.69	\$0.41	\$2.59	\$7.48	
DITCHER (2X)	130 HP	0.10 HR		\$0.86	\$1.94	\$0.40	\$2.05	\$5.25	
IRRIGATE (2X)		1.00 HR		\$7.50	\$24.07	\$0.00	\$2.18	\$33.75	
SUBTOTAL		2.78 HR		\$22.72	\$60.49	\$13.37	\$34.86	\$131.44	
OVERHEAD EXPENSES									
DOWNTIME		0.45 HR		\$3.80				\$3.80	
EMPLOYEE BENEFITS				\$4.09				\$4.09	
INSURANCE				\$0.45				\$0.45	
SUPERVISION AND MANAGEMENT				\$18.38				\$18.38	
SUBTOTAL		0.45 HR		\$0.45	\$26.28			\$26.73	
TOTAL OPERATING EXPENSES		3.23 HR		\$105.33	\$49.00	\$60.49	\$13.37	\$34.86	\$263.05

TABLE 7. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area,
 Projected 2017
 Harvesting dates: May 20 - October 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
ALFALFA HAY	\$185.00	5.8 TONS (DELIVERED)						\$1,073.00	
TOTAL							\$1,073.00		
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
FERTILIZER (10-26-10)	\$0.32	200 LBS	\$64.00					\$64.00	
INSECTICIDE (CUSTOM)	\$44.48	1 ACRE	\$44.48					\$44.48	
HERBICIDE (CUSTOM)	\$28.11	1 ACRE	\$28.11					\$28.11	
PLASTIC TWINE	\$0.72	170 FT/TON	\$0.18					\$0.18	
ESTABLISHMENT: Principal		5 YEARS					\$52.61	\$52.61	
: Interest							\$7.80	\$7.80	
PUMP WATER*		54 AC. IN.							
SUBTOTAL			\$136.77				\$60.41	\$197.17	
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
IRRIGATE (6X)		3.00 HR		\$22.50	\$81.23	\$0.00	\$7.37	\$111.10	
SUBTOTAL		3.00 HR		\$22.50	\$81.23	\$0.00	\$7.37	\$111.10	
HARVEST OPERATIONS									
SWATHER (5X)	14 FT	0.55 HR		\$4.70	\$4.84	\$0.80	\$12.06	\$22.40	
RAKE (5X)	96 HP	0.25 HR		\$2.14	\$3.20	\$0.47	\$1.55	\$7.36	
BALER (5X)	145 HP	0.35 HR		\$2.99	\$6.78	\$2.00	\$22.73	\$34.51	
FRONT END LOADER (5X)	130 HP	0.25 HR		\$2.14	\$4.85	\$1.78	\$4.60	\$13.36	
HAUL	SEMI	0.50 HR		\$4.28	\$0.00	\$1.40	\$9.42	\$15.10	
SUBTOTAL		1.90 HR		\$16.25	\$19.67	\$6.45	\$50.36	\$92.72	
OVERHEAD EXPENSES									
DOWNTIME		0.48 HR		\$4.06				\$4.06	
EMPLOYEE BENEFITS				\$6.97				\$6.97	
INSURANCE			\$0.77					\$0.77	
LAND TAXES							\$1.55	\$1.55	
SUPERVISION AND MANAGEMENT				\$79.06				\$79.06	
OTHER EXPENSES			\$43.11					\$43.11	
SUBTOTAL		0.48 HR	\$43.88	\$90.10				\$1.55	\$135.52
TOTAL OPERATING EXPENSES		5.38 HR	\$180.65	\$128.84	\$100.90	\$6.45	\$119.68	\$536.52	
NET OPERATING PROFIT									
							\$536.48		
INTEREST ON OPERATING CAPITAL		(\$90.87 @	5.50%)				\$5.00	
INTEREST ON EQUIPMENT INVESTMENT								\$23.06	
RETURN TO LAND AND RISK							\$508.43		

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

BUDGET SUMMARY

GROSS RETURN		\$1,073.00	
VARIABLE OPERATING EXPENSES	\$288.00		
RETURN OVER VARIABLE EXPENSES		\$785.00	(GROSS MARGIN)
FIXED EXPENSES	\$119.68		
NET FARM INCOME		\$665.32	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$128.84		
NET OPERATING PROFIT		\$536.48	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$28.05		
RETURN TO LAND AND RISK		\$508.43	

TABLE 8. Wheat, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area,
 Projected 2017
 Planting dates: August 15 - November 1
 Harvesting dates: June 15 - July 1

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
WHEAT	\$7.00	40.00 CWT		\$280.00
DIRECT PAYMENT	\$0.00	40.00 CWT	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00			\$0.00
GRAZING	\$44.00	1.00 ACRE		\$44.00
TOTAL				\$324.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.44	100 LBS	\$44.00		\$44.00
NITROGEN (N)	\$0.22	150 LBS	\$33.00		\$33.00
PHOSPHATE (P205)	\$0.27	50 LBS	\$13.50		\$13.50
INSECTICIDE	\$19.17	1 ACRE	\$19.17		\$19.17
PUMP WATER*		28 AC. IN.			
CROP INSURANCE	\$0.98		\$0.98		\$0.98
SUBTOTAL			\$110.65		\$110.65

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	145 HP	0.48 HR		\$4.10	\$9.31	\$4.94	\$6.71	\$25.06
DISC (2X)	145 HP	0.34 HR		\$2.91	\$6.59	\$3.77	\$5.51	\$18.79
FERTILIZE	DEALER APPLIED							
DRILL	96 HP	0.21 HR		\$1.80	\$2.69	\$0.41	\$2.59	\$7.48
DITCHER (2X)	130 HP	0.10 HR		\$0.86	\$1.94	\$0.40	\$2.05	\$5.25
IRRIGATE (4X)		2.00 HR		\$15.00	\$42.12	\$0.00	\$3.82	\$60.94
SUBTOTAL		3.13 HR		\$24.66	\$62.64	\$9.53	\$20.68	\$117.52

HARVEST OPERATIONS								
COMBINE (CUSTOM)			\$28.04					\$28.04
HAUL (CUSTOM)			\$6.80					\$6.80
SUBTOTAL			\$34.84					\$34.84

OVERHEAD EXPENSES								
DOWNTIME		0.28 HR		\$2.42				\$2.42
EMPLOYEE BENEFITS				\$4.44				\$4.44
INSURANCE			\$0.49					\$0.49
LAND TAXES						\$1.55		\$1.55
SUPERVISION AND MANAGEMENT				\$25.20				\$25.20
OTHER EXPENSES			\$43.11					\$43.11
SUBTOTAL		0.28 HR	\$43.60	\$32.05		\$1.55		\$77.19

TOTAL OPERATING EXPENSES 3.41 HR \$189.09 \$56.71 \$62.64 \$9.53 \$22.23 \$340.21

NET OPERATING PROFIT (\$16.21)

INTEREST ON OPERATING CAPITAL (\$76.27 @ 5.50%) \$4.20
 INTEREST ON EQUIPMENT INVESTMENT \$9.13

RETURN TO LAND AND RISK (\$29.53)

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

GROSS RETURN		\$324.00	
VARIABLE OPERATING EXPENSES	\$261.27		
RETURN OVER VARIABLE EXPENSES	\$62.73	(GROSS MARGIN)	
FIXED EXPENSES	\$22.23		
NET FARM INCOME	\$40.50	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$56.71		
NET OPERATING PROFIT	(\$16.21)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$13.32		
RETURN TO LAND AND RISK		(\$29.53)	

TABLE 9. Oat hay, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area,
 Projected 2017
 Planting dates: February 15 - April 1
 Harvesting dates: June 15 - July 1

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
OAT HAY	\$140.00	5.00 TONS (DELIVERED)							\$700.00
TOTAL									\$700.00
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL	
SEED	\$0.34	80 LBS	\$27.20					\$27.20	
NITROGEN (N)	\$0.22	85 LBS	\$18.70					\$18.70	
PUMP WATER*		21 AC. IN.							
SUBTOTAL								\$45.90	
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC (2X)	145 HP	0.34 HR		\$2.91	\$6.59	\$3.77	\$5.51	\$18.79	
DRILL	96 HP	0.21 HR		\$1.80	\$2.69	\$0.41	\$2.59	\$7.48	
DITCHER (2X)	130 HP	0.05 HR		\$0.43	\$0.97	\$0.20	\$1.03	\$2.62	
IRRIGATE (3X)		1.50 HR		\$11.25	\$31.59	\$0.00	\$2.86	\$45.71	
SUBTOTAL								\$74.60	
HARVEST OPERATIONS									
SWATHER	14 FT	0.16 HR		\$1.37	\$1.41	\$0.23	\$3.51	\$6.52	
RAKE	96 HP	0.05 HR		\$0.43	\$0.64	\$0.09	\$0.31	\$1.47	
BALER	145 HP	0.05 HR		\$0.43	\$0.97	\$0.29	\$3.25	\$4.93	
FRONT END LOADER	130 HP	0.05 HR		\$0.43	\$0.97	\$0.36	\$0.92	\$2.67	
HAUL	SEMI	0.50 HR		\$4.28	\$0.00	\$1.40	\$9.42	\$15.10	
SUBTOTAL								\$30.69	
OVERHEAD EXPENSES									
DOWNTIME		0.35 HR		\$3.01				\$3.01	
EMPLOYEE BENEFITS				\$4.19				\$4.19	
INSURANCE			\$0.47					\$0.47	
LAND TAXES							\$1.55	\$1.55	
SUPERVISION AND MANAGEMENT				\$51.18				\$51.18	
OTHER EXPENSES			\$43.11					\$43.11	
SUBTOTAL								\$103.51	
TOTAL OPERATING EXPENSES		3.26 HR	\$89.47	\$81.69	\$45.82	\$6.76	\$30.94	\$254.69	
NET OPERATING PROFIT								\$445.31	
INTEREST ON OPERATING CAPITAL		(\$35.04 @	5.50%)				\$1.93	
INTEREST ON EQUIPMENT INVESTMENT								\$11.07	
RETURN TO LAND AND RISK								\$432.31	

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

BUDGET SUMMARY

GROSS RETURN		\$700.00	
VARIABLE OPERATING EXPENSES	\$142.05		
RETURN OVER VARIABLE EXPENSES	\$557.95	(GROSS MARGIN)	
FIXED EXPENSES	\$30.94		
NET FARM INCOME	\$527.00	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$81.69		
NET OPERATING PROFIT	\$445.31	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$13.00		
RETURN TO LAND AND RISK	\$432.31		

TABLE 10. Upland cotton (picker), flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Projected 2017
 Planting dates: April 15 - June 1
 Harvesting dates: October 1 - December 31

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
COTTON LINT	\$0.75	750 LBS		\$562.50
COTTON SEED	\$0.09	1,200 LBS		\$108.00
DIRECT PAYMENT	\$0.0000	750 LBS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.1373	750 LBS	0.85	\$87.53
TOTAL				\$758.03

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$7.55	20 LBS	\$151.00		\$151.00
NITROGEN (N)	\$0.22	32 LBS	\$7.04		\$7.04
PHOSPHATE (P205)	\$0.27	40 LBS	\$10.80		\$10.80
HERBICIDE	\$15.88	1 ACRE	\$15.88		\$15.88
HERBICIDE (CUSTOM)	\$16.96	1 ACRE	\$16.96		\$16.96
INSECTICIDE (CUSTOM) 2X	\$37.15	1 ACRE	\$37.15		\$37.15
CROP INSURANCE			\$0.98		\$0.98
PUMP WATER*		28 AC. IN.			
SUBTOTAL			\$239.81		\$239.81

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	145 HP	0.17 HR		\$1.45	\$3.30	\$1.89	\$2.76	\$9.39
PLOW	145 HP	0.48 HR		\$4.10	\$9.31	\$4.94	\$6.71	\$25.06
FLOAT	130 HP	0.16 HR		\$1.37	\$3.10	\$0.64	\$2.78	\$7.89
FERTILIZE	DEALER APPLIED							
LISTER	130 HP	0.18 HR		\$1.54	\$3.49	\$1.07	\$4.08	\$10.18
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.53	\$0.00	\$0.95	\$17.11
CULT & SPRAY	96 HP	0.26 HR		\$2.22	\$3.32	\$1.06	\$2.17	\$8.78
PLANTER	130 HP	0.26 HR		\$2.22	\$5.04	\$1.46	\$8.25	\$16.97
CULTIVATOR (3X)	96 HP	0.63 HR		\$5.39	\$8.06	\$2.16	\$2.34	\$17.94
HAND HOE (CUSTOM)			\$20.00					\$20.00
DITCHER (2X)	130 HP	0.10 HR		\$0.86	\$1.94	\$0.40	\$2.05	\$5.25
IRRIGATE (3X)		1.50 HR		\$11.25	\$31.59	\$0.00	\$2.86	\$45.71
SUBTOTAL		4.49 HR	\$20.00	\$36.03	\$79.67	\$13.62	\$34.95	\$184.27

HARVEST OPERATIONS								
COTTON PICKER (2X)	2-ROW	1.24 HR		\$10.60	\$17.62	\$8.87	\$124.18	\$161.28
HAUL (2X)	65 HP	1.00 HR		\$8.55	\$12.79	\$0.99	\$7.67	\$30.00
GIN COTTON (CUSTOM)			\$123.60					\$123.60
SUBTOTAL		2.24 HR	\$123.60	\$19.15	\$30.41	\$9.86	\$131.86	\$314.88

POSTHARVEST OPERATIONS								
SHREDDER	96 HP	0.14 HR		\$1.20	\$2.71	\$0.60	\$3.13	\$7.64
SUBTOTAL		0.14 HR		\$1.20	\$2.71	\$0.60	\$3.13	\$7.64

OVERHEAD EXPENSES								
DOWNTIME		1.16 HR		\$9.88				\$9.88
EMPLOYEE BENEFITS				\$10.15				\$10.15
INSURANCE			\$1.13					\$1.13
LAND TAXES						\$1.55		\$1.55
SUPERVISION AND MANAGEMENT				\$57.57				\$57.57
OTHER EXPENSES			\$43.11					\$43.11
SUBTOTAL		1.16 HR	\$44.23	\$77.59		\$1.55		\$123.37

TOTAL OPERATING EXPENSES		8.03 HR	\$427.64	\$133.97	\$112.80	\$24.08	\$171.48	\$869.97
NET OPERATING PROFIT								(\$111.94)
INTEREST ON OPERATING CAPITAL		(\$146.86 @	5.50%)				\$8.08
INTEREST ON EQUIPMENT INVESTMENT								\$11.07
RETURN TO LAND AND RISK								(\$131.09)

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

GROSS RETURN		\$758.03		
VARIABLE OPERATING EXPENSES	\$564.52			
RETURN OVER VARIABLE EXPENSES	\$193.51	(GROSS MARGIN)		
FIXED EXPENSES	\$171.48			
NET FARM INCOME	\$22.03	(RETURN TO CAPITAL, LABOR, LAND & RISK)		
LABOR AND MANAGEMENT COST	\$133.97			
NET OPERATING PROFIT	(\$111.94)	(RETURN TO CAPITAL, LAND & RISK)		
CAPITAL COSTS	\$19.15			
RETURN TO LAND AND RISK		(\$131.09)		

TABLE 11. Upland cotton (stripper), flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area,
 Projected 2017
 Planting dates: April 15 - June 1
 Harvesting dates: October 1 - December 31

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
COTTON LINT	\$0.70	750 LBS		\$525.00
COTTON SEED	\$0.09	1,200 LBS		\$108.00
DIRECT PAYMENT	\$0.0000	750 LBS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.1373	750 LBS	0.85	\$87.53
TOTAL				\$720.53

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$7.55	25 LBS	\$188.75		\$188.75
NITROGEN (N)	\$0.22	32 LBS	\$7.04		\$7.04
PHOSPHATE (P205)	\$0.27	40 LBS	\$10.80		\$10.80
HERBICIDE	\$15.88	1 ACRE	\$15.88		\$15.88
HERBICIDE (CUSTOM)	\$15.82	1 ACRE	\$15.82		\$15.82
INSECTICIDE (CUSTOM) 2X	\$35.20	1 X/ACRE	\$35.20		\$35.20
CROP INSURANCE			\$0.98		\$0.98
PUMP WATER*		28 AC. IN.			
SUBTOTAL			\$274.48		\$274.48

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	145 HP	0.17 HR		\$1.45	\$3.30	\$1.89	\$2.76	\$9.39
PLOW	145 HP	0.48 HR		\$4.10	\$9.31	\$4.94	\$6.71	\$25.06
FLOAT	130 HP	0.16 HR		\$1.37	\$3.10	\$0.64	\$2.78	\$7.89
FERTILIZE	DEALER APPLIED							
LISTER	130 HP	0.18 HR		\$1.54	\$3.49	\$1.07	\$4.08	\$10.18
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.53	\$0.00	\$0.95	\$17.11
CULT & SPRAY	96 HP	0.26 HR		\$2.22	\$3.32	\$1.06	\$2.17	\$8.78
PLANTER	130 HP	0.26 HR		\$2.22	\$5.04	\$1.46	\$8.25	\$16.97
CULTIVATOR (3X)	96 HP	0.63 HR		\$5.39	\$8.06	\$2.16	\$2.34	\$17.94
HAND HOE (CUSTOM)			\$20.00					\$20.00
DITCHER (2X)	130 HP	0.10 HR		\$0.86	\$1.94	\$0.40	\$2.05	\$5.25
IRRIGATE (3X)		1.50 HR		\$11.25	\$31.59	\$0.00	\$2.86	\$45.71
SUBTOTAL		4.49 HR	\$20.00	\$36.03	\$79.67	\$13.62	\$34.95	\$184.27

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COTTON STRIPPER	96 HP	1.24 HR		\$10.60	\$24.04	\$6.06	\$34.46	\$75.16
HAUL	130 HP	1.50 HR		\$12.83	\$19.18	\$1.49	\$11.51	\$45.00
GIN COTTON (CUSTOM)			\$159.08					\$159.08
SUBTOTAL		2.74 HR	\$159.08	\$23.43	\$43.22	\$7.55	\$45.97	\$279.24

POSTHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	130 HP	0.14 HR		\$1.20	\$2.71	\$0.60	\$3.13	\$7.64
SUBTOTAL		0.14 HR		\$1.20	\$2.71	\$0.60	\$3.13	\$7.64

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	1.28 HR		\$10.94				\$10.94
EMPLOYEE BENEFITS			\$10.92				\$10.92
INSURANCE		\$1.21					\$1.21
LAND TAXES						\$1.55	\$1.55
SUPERVISION AND MANAGEMENT			\$55.20				\$55.20
OTHER EXPENSES		\$43.11					\$43.11
SUBTOTAL	1.28 HR	\$44.32	\$77.06			\$1.55	\$122.92

TOTAL OPERATING EXPENSES 8.65 HR \$497.87 \$137.71 \$125.61 \$21.77 \$85.59 \$868.54

NET OPERATING PROFIT (\$148.02)

INTEREST ON OPERATING CAPITAL (\$165.07 @ 5.50%) \$9.08
 INTEREST ON EQUIPMENT INVESTMENT \$31.51

RETURN TO LAND AND RISK (\$188.60)

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

GROSS RETURN		\$720.53	
VARIABLE OPERATING EXPENSES	\$645.24		
RETURN OVER VARIABLE EXPENSES	\$75.28	(GROSS MARGIN)	
FIXED EXPENSES	\$85.59		
NET FARM INCOME		(\$10.31)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$137.71		
NET OPERATING PROFIT		(\$148.02)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$40.59		
RETURN TO LAND AND RISK		(\$188.60)	

TABLE 12. Corn silage, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Projected 2017
 Planting dates: April 1 - April 15
 Harvesting dates: August 1 - August 31

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN FOR SILAGE	\$28.00	STANDING 32.5 TONS	\$910.00
TOTAL			\$910.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$3.75	32 000	\$120.00		\$120.00
NITROGEN (N)	\$0.22	200 LBS	\$44.00		\$44.00
INSECTICIDE (CUSTOM) 2X	\$44.42	1 ACRE	\$44.42		\$44.42
CROP INSURANCE		400 DOLLARS	\$20.00		\$20.00
PUMP WATER*		48 AC. IN.			
SUBTOTAL			\$228.42		\$228.42

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	145 HP	0.17 HR		\$1.45	\$3.30	\$1.89	\$2.76	\$9.39
PLOW	145 HP	0.48 HR		\$4.10	\$9.31	\$4.94	\$6.71	\$25.06
FLOAT	130 HP	0.16 HR		\$1.37	\$3.10	\$0.64	\$2.78	\$7.89
FERTILIZE	DEALER APPLIED							
LISTER	130 HP	0.18 HR		\$1.54	\$3.49	\$1.07	\$4.08	\$10.18
PRE-IRRIGATE		0.75 HR		\$5.63	\$12.03	\$0.00	\$1.09	\$18.75
CULT & SPRAY	96 HP	0.26 HR		\$2.22	\$3.32	\$1.06	\$2.17	\$8.78
PLANTER	130 HP	0.26 HR		\$2.22	\$5.04	\$1.46	\$8.25	\$16.97
CULTIVATOR (2X)	96 HP	0.42 HR		\$3.59	\$5.37	\$1.44	\$1.56	\$11.96
DITCHER (2X)	130 HP	0.10 HR		\$0.86	\$1.94	\$0.40	\$2.05	\$5.25
IRRIGATE (5X)		2.50 HR		\$18.75	\$60.17	\$0.00	\$5.46	\$84.38
SUBTOTAL		5.28 HR		\$41.73	\$107.07	\$12.90	\$36.90	\$198.60

OVERHEAD EXPENSES								
DOWNTIME		0.51 HR		\$4.57				\$4.57
EMPLOYEE BENEFITS				\$7.51				\$7.51
INSURANCE			\$0.83					\$0.83
LAND TAXES						\$1.55		\$1.55
SUPERVISION AND MANAGEMENT				\$67.92				\$67.92
OTHER EXPENSES			\$43.11					\$43.11
SUBTOTAL		0.51 HR	\$43.94	\$79.99			\$1.55	\$125.48

TOTAL OPERATING EXPENSES 5.79 HR \$272.36 \$121.73 \$107.07 \$12.90 \$38.44 \$552.50

NET OPERATING PROFIT \$357.50

INTEREST ON OPERATING CAPITAL (\$144.20 @ 5.50%) \$7.93

INTEREST ON EQUIPMENT INVESTMENT \$14.82

RETURN TO LAND AND RISK \$334.75

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

BUDGET SUMMARY

GROSS RETURN		\$910.00	
VARIABLE OPERATING EXPENSES	\$392.33		
RETURN OVER VARIABLE EXPENSES	\$517.67	(GROSS MARGIN)	
FIXED EXPENSES	\$38.44		
NET FARM INCOME	\$479.23	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$121.73		
NET OPERATING PROFIT	\$357.50	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$22.75		
RETURN TO LAND AND RISK		\$334.75	

TABLE 13. Summary of per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Chaves County, Projected 2017

	ALFALFA ESTABLISHMENT	ALFALFA HAY	WHEAT	OAT HAY	PICKER COTTON	STRIPPER COTTON	CORN SILAGE
		TONS	CWT	TONS	LBS	LBS	TONS
PRIMARY YIELD		5.80	40.00	5.00	750.00	750.00	32.50
PRIMARY PRICE		\$185.00	\$185.00	\$140.00	\$0.75	\$0.70	\$28.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$87.53	\$87.53	\$0.00
SECOND INCOME		\$0.00	\$44.00	\$0.00	\$108.00	\$108.00	\$0.00
GROSS RETURN		\$1,073.00	\$324.00	\$700.00	\$758.03	\$720.53	\$910.00
CASH OPERATING EXPENSES							
SEED	\$91.50		\$44.00	\$27.20	\$151.00	\$188.75	\$120.00
FERTILIZER		\$64.00	\$46.50	\$18.70	\$17.84	\$17.84	\$44.00
CHEMICALS	\$13.38	\$72.59	\$19.17		\$69.99	\$66.91	\$44.42
CROP INSURANCE			\$0.98		\$0.98	\$0.98	\$20.00
OTHER PURCHASED INPUTS		\$0.18					
CANAL WATER							
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$36.42	\$19.67	\$20.52	\$14.23	\$70.68	\$83.48	\$34.87
FUEL-IRRIGATION	\$24.07	\$81.23	\$42.12	\$31.59	\$42.12	\$42.12	\$72.21
REPAIRS	\$13.37	\$6.45	\$9.53	\$6.76	\$24.08	\$21.77	\$12.90
CUSTOM CHARGES			\$34.84		\$143.60	\$179.08	
LAND TAXES		\$1.55	\$1.55	\$1.55	\$1.55	\$1.55	\$1.55
OTHER EXPENSES	\$0.45	\$43.88	\$43.60	\$43.57	\$44.23	\$44.32	\$43.94
TOTAL CASH EXPENSES	\$179.19	\$289.55	\$262.81	\$143.60	\$566.06	\$646.79	\$393.87
RETURN OVER CASH EXPENSES	(\$179.19)	\$783.45	\$61.19	\$556.40	\$191.96	\$73.74	\$516.13
FIXED EXPENSES	\$34.86	\$118.13	\$20.68	\$29.40	\$169.93	\$84.05	\$36.90
TOTAL EXPENSES	\$214.05	\$407.68	\$283.50	\$173.00	\$736.00	\$730.83	\$430.77
NET FARM INCOME	(\$214.05)	\$665.32	\$40.50	\$527.00	\$22.03	(\$10.31)	\$479.23
LABOR AND MANAGEMENT COSTS	\$49.00	\$128.84	\$56.71	\$81.69	\$133.97	\$137.71	\$121.73
NET OPERATING PROFIT	(\$263.05)	\$536.48	(\$16.21)	\$445.31	(\$111.94)	(\$148.02)	\$357.50
CAPITAL COSTS							
INTEREST ON OPERATING CAPITAL		\$5.00	\$4.20	\$1.93	\$8.08	\$9.08	\$7.93
INTEREST ON EQUIPMENT INVESTMENT		\$23.06	\$9.13	\$11.07	\$11.07	\$31.51	\$14.82
TOTAL CAPITAL COSTS	\$0.00	\$28.05	\$13.32	\$13.00	\$19.15	\$40.59	\$22.75
RETURN TO LAND AND RISK	(\$263.05)	\$508.43	(\$29.53)	\$432.31	(\$131.09)	(\$188.60)	\$334.75

TABLE 14. Whole farm summary, Roswell-Hagerman area, Chaves County,
Projected 2017

GROSS RETURNS		
ALFALFA HAY	300 ACRES	
CROP		\$321,900
WHEAT	51 ACRES	
CROP		\$14,280
GRAZING		\$2,244
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
SMALL GRAINS	87 ACRES	
CROP		\$60,900
UPLAND COTTON (PICKER)	51.00 ACRES	
COTTON LINT		\$28,688
COTTON SEED		\$5,508
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$4,464
UPLAND COTTON (STRIPPER)	51.00 ACRES	
COTTON LINT		\$26,775
COTTON SEED		\$5,508
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$4,464
CORN	60.00 ACRES	
CROP		\$54,600
GROSS RETURN		<u>\$529,330</u>
CASH OPERATING EXPENSES		
SEED		\$34,628
FERTILIZER		\$27,658
CHEMICALS		
CROP INSURANCE		\$1,350
OTHER PURCHASED INPUTS		\$53
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$20,324
FUEL-IRRIGATION		\$39,340
REPAIRS		\$6,925
CUSTOM CHARGES		\$18,233
LAND TAXES		\$927
OTHER EXPENSES		\$26,359
TOTAL CASH EXPENSES		<u>\$175,797</u>
RETURN OVER CASH EXPENSES		\$353,534
FIXED EXPENSES		\$40,527
TOTAL EXPENSES		\$216,324
NET FARM INCOME		\$313,007
LABOR AND MANAGEMENT COSTS		\$72,751
NET OPERATING PROFIT		\$240,256
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$3,232
INTEREST ON EQUIPMENT INVESTMENT		\$11,407
TOTAL CAPITAL COSTS		<u>\$14,639</u>
RETURN TO LAND AND RISK		<u><u>\$225,617</u></u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	\$206,417	26.91%
\$3,000 /ACRE	\$168,017	11.06%
\$5,000 /ACRE	\$129,617	6.96%
\$7,000 /ACRE	\$91,217	5.08%
\$9,000 /ACRE	\$52,817	4.00%

* 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)