

TABLE 6. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties,
 Projected 2016
 Planting Dates: August 1 - October 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS	TOTAL
PURCHASED INPUTS				
SEED	\$6.00	25.00 LBS	\$150.00	\$150.00
PHOSPHATE (P2O5)	\$0.63	90.00 LBS	\$56.70	\$56.70
HERBICIDE	\$27.47	1.00 X/ACRE	\$27.47	\$27.47
PUMP WATER*		6 AC. IN.		
CANAL WATER		6.00 AC. IN.		
SUBTOTAL			\$234.17	\$234.17

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.70	\$1.31	\$2.32	\$8.38
CHISEL	185 HP	0.20 HR		\$1.50	\$5.28	\$1.54	\$3.48	\$11.80
PLOW	185 HP	0.38 HR		\$2.85	\$10.04	\$4.55	\$7.51	\$24.95
DISC (2X)	185 HP	0.28 HR		\$2.10	\$7.40	\$2.63	\$4.63	\$16.75
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$4.49	\$1.78	\$3.48	\$11.02
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.45	\$0.10	\$1.94	\$2.86
DRILL	140 HP	0.21 HR		\$1.58	\$3.94	\$1.14	\$10.05	\$16.70
IRRIGATE (2X)		1.50 HR		\$11.25	\$7.59	\$0.00	\$8.13	\$26.97
SUBTOTAL		2.98 HR	\$73.33	\$22.35	\$43.82	\$13.26	\$41.99	\$194.76

OVERHEAD EXPENSES								
DOWNTIME		1.17 HR		\$8.79				\$8.79
EMPLOYEE BENEFITS				\$4.02				\$4.02
INSURANCE			\$0.45					\$0.45
SUPERVISION AND MANAGEMENT				\$32.27				\$32.27
SUBTOTAL		1.17 HR	\$0.45	\$45.08				\$45.53

TOTAL OPERATING EXPENSES		4.15 HR	\$307.95	\$67.43	\$43.82	\$13.26	\$41.99	\$474.46
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TABLE 7. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
Harvest Dates: June 1 - October 1

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
ALFALFA HAY	\$205.00	8.00 TONS (STACKED)	\$1,640.00
TOTAL			\$1,640.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
NITROGEN (N)	\$0.48	35 LBS	\$16.80		\$16.80
PHOSPHATE (P2O5)	\$0.63	90 LBS	\$56.70		\$56.70
INSECTICIDE (CUSTOM)	\$14.74	1 X/ACRE	\$14.74		\$14.74
WIRE	\$1.68	69 LBS	\$115.18		\$115.18
ESTABLISHMENT: Principal		4 YEARS		\$118.61	\$118.61
: Interest				\$15.26	\$15.26
PUMP WATER*		0 AC. IN.			
CANAL WATER		60 AC. IN.	\$123.00		\$123.00
SUBTOTAL			\$326.42	\$133.88	\$460.30

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SPRAYER	140 HP	0.11 HR		\$0.83	\$2.06	\$0.60	\$1.46	\$4.94
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
IRRIGATE (10X)		5.00 HR		\$37.50	\$0.00	\$0.00	\$0.00	\$37.50
SUBTOTAL		5.16 HR		\$38.70	\$3.00	\$0.81	\$1.92	\$44.44

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER (5X)	14 FT	0.55 HR		\$4.13	\$5.25	\$0.80	\$24.85	\$35.02
BALER, PTO (5X)	140 HP	1.05 HR		\$7.88	\$19.69	\$4.73	\$12.43	\$44.72
BALELOADER (CUSTOM)	0		\$60.80					\$60.80
SUBTOTAL		1.60 HR	\$60.80	\$12.00	\$24.94	\$5.53	\$37.27	\$140.54

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.43 HR		\$3.21				\$3.21
EMPLOYEE BENEFITS			\$9.13				\$9.13
INSURANCE		\$1.01					\$1.01
LAND TAXES						\$8.83	\$8.83
SUPERVISION AND MANAGEMENT			\$120.68				\$120.68
OTHER EXPENSES		\$85.18					\$85.18
SUBTOTAL	0.43 HR	\$86.19	\$133.01			\$8.83	\$228.03

TOTAL OPERATING EXPENSES	7.03 HR	\$473.41	\$183.71	\$27.94	\$6.34	\$181.90	\$873.32
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NET OPERATING PROFIT							\$766.68
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INTEREST ON OPERATING CAPITAL	(\$166.70 @ 5.50%)						\$9.17
INTEREST ON EQUIPMENT INVESTMENT							\$18.27

RETURN TO LAND AND RISK							\$739.25
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*Pump water costs are shown under irrigation in the preharvest operation section.

BUDGET SUMMARY

GROSS RETURN		\$1,640.00	
VARIABLE OPERATING EXPENSES	\$507.70		
RETURN OVER VARIABLE EXPENSES		\$1,132.30	(GROSS MARGIN)
FIXED EXPENSES	\$181.90		
NET FARM INCOME		\$950.40	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$183.71		
NET OPERATING PROFIT		\$766.68	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$27.44		
RETURN TO LAND AND RISK		\$739.25	

TABLE 8. Pima cotton, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
 Planting Dates: April 15 - April 30
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
LINT	\$0.95	750.00 LBS	\$712.50
SEED	\$0.08	1,200.00 LBS	\$96.00
DIRECT PAYMENT	\$0.00	750.00 LBS	\$0.00
TOTAL			\$808.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$5.24	25 LBS	\$131.00		\$131.00
NITROGEN (N)	\$0.48	120 LBS	\$57.60		\$57.60
PHOSPHATE (P2O5)	\$0.63	50 LBS	\$31.50		\$31.50
HERBICIDE	\$34.15	1 X/ACRE	\$34.15		\$34.15
CROP INSURANCE	\$2.94		\$2.94		\$2.94
PUMP WATER*		0 AC. IN.			
CANAL WATER		33 AC. IN.	\$87.00		\$87.00
SUBTOTAL			\$344.19		\$344.19

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$3.70	\$1.31	\$2.32	\$8.38
CHISEL	140 HP	0.20 HR		\$1.50	\$5.28	\$1.54	\$3.48	\$11.80
PLOW	140 HP	0.38 HR		\$2.85	\$10.04	\$4.55	\$7.51	\$24.95
DISC	140 HP	0.14 HR		\$1.05	\$3.70	\$1.31	\$2.32	\$8.38
DISC & SPRAY	140 HP	0.15 HR		\$1.13	\$3.96	\$1.57	\$3.07	\$9.73
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
LISTER	140 HP	0.18 HR		\$1.35	\$4.75	\$1.38	\$3.27	\$10.75
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.00	\$5.63
HARROW	40 HP	0.32 HR		\$2.40	\$2.87	\$0.35	\$0.42	\$6.04
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$1.88	\$0.75	\$0.52	\$4.73
PLANTER	140 HP	0.26 HR		\$1.95	\$4.88	\$1.56	\$6.32	\$14.70
HARROW	40 HP	0.32 HR		\$2.40	\$2.87	\$0.35	\$0.42	\$6.04
ROLLING CULT (3X)	140 HP	0.63 HR		\$4.73	\$11.82	\$4.30	\$6.79	\$27.63
ROTO BUCK (2X)	40 HP	0.03 HR		\$0.23	\$0.27	\$0.03	\$0.21	\$0.74
ROPEWICK	40 HP	0.10 HR		\$0.75	\$0.90	\$0.11	\$0.23	\$1.99
IRRIGATE (4X)		2.00 HR		\$15.00	\$0.00	\$0.00	\$0.00	\$15.00
SUBTOTAL		5.86 HR		\$43.95	\$57.86	\$19.32	\$37.33	\$158.46

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COTTON PICKER (2X)	2-ROW	1.24 HR		\$9.30	\$19.12	\$8.87	\$38.55	\$75.84
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$7.50	\$0.00	\$0.81	\$28.78	\$37.09
GIN COTTON (CUSTOM)			\$116.03					\$116.03
SUBTOTAL		2.24 HR	\$116.03	\$16.80	\$19.12	\$9.68	\$67.32	\$228.95

POSTHARVEST OPERATION	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.60	\$0.37	\$1.08	\$6.23

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	1.41 HR		\$10.58				\$10.58
EMPLOYEE BENEFITS			\$7.91				\$7.91
INSURANCE		\$1.26					\$1.26
LAND TAXES						\$8.83	\$8.83
SUPERVISION AND MANAGEMENT			\$62.17				\$62.17
OTHER EXPENSES		\$85.18					\$85.18
SUBTOTAL	1.41 HR	\$86.44	\$80.65			\$8.83	\$175.92

TOTAL OPERATING EXPENSES	9.80 HR	\$546.65	\$143.58	\$79.59	\$29.37	\$114.56	\$913.75
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NET OPERATING PROFIT							-\$105.25
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INTEREST ON OPERATING CAPITAL	(\$264.32	@	5.50%)		\$14.54
INTEREST ON EQUIPMENT INVESTMENT							\$36.49

RETURN TO LAND AND RISK							(\$156.28)
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*Pump water costs are shown under irrigation in the preharvest operation section.

BUDGET SUMMARY

GROSS RETURN		\$808.50	
VARIABLE OPERATING EXPENSES	\$655.61		
RETURN OVER VARIABLE EXPENSES	\$152.89	(GROSS MARGIN)	
FIXED EXPENSES	\$114.56		
NET FARM INCOME	\$38.33	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$143.58		
NET OPERATING PROFIT	(\$105.25)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$51.03		
RETURN TO LAND AND RISK		(\$156.28)	

TABLE 9. Upland cotton (picker), flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
 Planting Dates: April 15 - April 30
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
LINT	\$0.72	1,000 LBS		\$720.00
SEED	\$0.08	1,600 LBS		\$128.00
DIRECT PAYMENT	\$0.0000	1,000 LBS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.1373	1,230 LBS	0.85	\$143.55
TOTAL				\$991.55

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$8.00	25 LBS	\$200.00		\$200.00
NITROGEN (N)	\$0.48	120 LBS	\$57.60		\$57.60
PHOSPHATE (P2O5)	\$0.63	50 LBS	\$31.50		\$31.50
HERBICIDE	\$34.15	1 X/ACRE	\$34.15		\$34.15
INSECTICIDE	\$73.31	1 X/ACRE	\$73.31		\$73.31
CROP INSURANCE	\$0.34		\$0.34		\$0.34
PUMP WATER*		0 AC. IN.			
CANAL WATER		33 AC. IN.	\$87.00		\$87.00
SUBTOTAL			\$483.90		\$483.90

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$3.70	\$1.31	\$2.32	\$8.38
CHISEL	140 HP	0.20 HR		\$1.50	\$5.28	\$1.54	\$3.48	\$11.80
PLOW	140 HP	0.38 HR		\$2.85	\$10.04	\$4.55	\$7.51	\$24.95
DISC	140 HP	0.14 HR		\$1.05	\$3.70	\$1.31	\$2.32	\$8.38
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$4.49	\$1.78	\$3.48	\$11.02
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
LISTER	140 HP	0.18 HR		\$1.35	\$4.75	\$1.38	\$3.27	\$10.75
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.00	\$5.63
HARROW	40 HP	0.32 HR		\$2.40	\$2.87	\$0.35	\$0.42	\$6.04
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$1.88	\$0.75	\$0.52	\$4.73
PLANTER	140 HP	0.26 HR		\$1.95	\$4.88	\$1.56	\$6.32	\$14.70
HARROW	40 HP	0.32 HR		\$2.40	\$2.87	\$0.35	\$0.42	\$6.04
ROLLING CULT (3X)	140 HP	0.63 HR		\$4.73	\$11.82	\$4.30	\$6.79	\$27.63
ROTO BUCK (2X)	40 HP	0.03 HR		\$0.23	\$0.27	\$0.03	\$0.21	\$0.74
ROPEWICK	40 HP	0.10 HR		\$0.75	\$0.90	\$0.11	\$0.23	\$1.99
IRRIGATE (4X)		2.00 HR		\$15.00	\$0.00	\$0.00	\$0.00	\$15.00
SUBTOTAL		5.88 HR		\$44.10	\$58.39	\$19.53	\$37.74	\$159.76

HARVEST OPERATIONS								
COTTON PICKER (2X)	2-ROW	1.24 HR		\$9.30	\$19.12	\$8.87	\$38.55	\$75.84
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$7.50	\$0.00	\$0.81	\$28.78	\$37.09
GIN COTTON (CUSTOM)			\$128.30					\$128.30
SUBTOTAL		2.24 HR	\$128.30	\$16.80	\$19.12	\$9.68	\$67.32	\$241.22

POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.60	\$0.37	\$1.08	\$6.23

OVERHEAD EXPENSES								
DOWNTIME		1.42 HR		\$10.61				\$10.61
EMPLOYEE BENEFITS				\$11.35				\$11.35
INSURANCE			\$1.26					\$1.26
LAND TAXES						\$8.83		\$8.83
SUPERVISION AND MANAGEMENT				\$74.99				\$74.99
OTHER EXPENSES			\$85.18					\$85.18
SUBTOTAL		1.42 HR	\$86.44	\$96.95		\$8.83		\$192.22

TOTAL OPERATING EXPENSES		9.83 HR	\$698.64	\$160.03	\$80.11	\$29.58	\$114.97	\$1,083.33
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NET OPERATING PROFIT								-\$91.78
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INTEREST ON OPERATING CAPITAL	(\$275.26	@	5.50%)			\$15.14
INTEREST ON EQUIPMENT INVESTMENT								\$36.65

RETURN TO LAND AND RISK								(\$143.57)
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*Pump water costs are shown under irrigation in the preharvest operation section.

BUDGET SUMMARY

GROSS RETURN		\$991.55		
VARIABLE OPERATING EXPENSES	\$808.33			
RETURN OVER VARIABLE EXPENSES		\$183.21	(GROSS MARGIN)	
FIXED EXPENSES	\$114.97			
NET FARM INCOME		\$68.25	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$160.03			
NET OPERATING PROFIT		(\$91.78)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$51.79			
RETURN TO LAND AND RISK		(\$143.57)		

TABLE 10. Grain sorghum (short season), flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
 Planting Dates: July 1 - July 15
 Harvest Dates: September 1 - October 30

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
GRAIN SORGHUM	\$5.91	40.00 CWT						\$236.57	
DIRECT PAYMENT	\$0.00	40.00 CWT						\$0.00	
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT						\$0.00	
TOTAL							\$236.57		
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$1.70	10 LBS	\$17.00					\$17.00	
HERBICIDE	\$23.45	1 X/ACRE	\$23.45					\$23.45	
INSECTICIDE	\$35.19	1 X/ACRE	\$35.19					\$35.19	
PUMP WATER*		0 AC. IN.							
CANAL WATER		24 AC. IN.	\$75.00					\$75.00	
CROP INSURANCE	\$2.94		\$2.94					\$2.94	
SUBTOTAL			\$153.59					\$153.59	
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$1.05	\$2.63	\$1.13	\$1.61	\$6.42	
CHISEL	140 HP	0.20 HR		\$1.50	\$3.75	\$1.28	\$2.47	\$9.00	
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.19	\$1.56	\$2.62	\$8.64	
LISTER	140 HP	0.18 HR		\$1.35	\$3.38	\$1.14	\$2.37	\$8.23	
PLANTER	140 HP	0.26 HR		\$1.95	\$4.88	\$1.56	\$6.32	\$14.70	
ROTO BUCK (3X)	40 HP	0.05 HR		\$0.34	\$0.40	\$0.05	\$0.31	\$1.10	
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$3.77	\$1.49	\$1.04	\$9.46	
IRRIGATE (4X)		2.00 HR		\$15.00	\$0.00	\$0.00	\$0.00	\$15.00	
SUBTOTAL		3.42 HR		\$25.61	\$21.99	\$8.21	\$16.75	\$72.56	
HARVEST OPERATIONS									
COMBINE (CUSTOM)			\$9.60					\$9.60	
HAUL (CUSTOM)			\$7.20					\$7.20	
SUBTOTAL			0.00 HR	\$16.80	\$0.00	\$0.00	\$0.00	\$16.80	
POSTHARVEST OPERATIONS									
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.60	\$0.37	\$1.08	\$6.23	
OVERHEAD EXPENSES									
DOWNTIME		0.43 HR		\$3.20				\$3.20	
EMPLOYEE BENEFITS				\$5.00				\$5.00	
INSURANCE			\$0.56					\$0.56	
LAND TAXES							\$8.83	\$8.83	
SUPERVISION AND MANAGEMENT				\$18.68				\$18.68	
OTHER EXPENSES			\$85.18					\$85.18	
SUBTOTAL			0.43 HR	\$85.73	\$26.88			\$8.83	\$121.44
TOTAL OPERATING EXPENSES			4.13 HR	\$256.12	\$54.67	\$24.59	\$8.58	\$26.65	\$370.61
NET OPERATING PROFIT							(\$134.04)		
INTEREST ON OPERATING CAPITAL		(\$86.49 @ 5.50%)						\$4.76	
INTEREST ON EQUIPMENT INVESTMENT								\$8.15	
RETURN TO LAND AND RISK							(\$146.95)		

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

BUDGET SUMMARY

GROSS RETURN		\$236.57	
VARIABLE OPERATING EXPENSES	\$289.29		
RETURN OVER VARIABLE EXPENSES		(\$52.72)	(GROSS MARGIN)
FIXED EXPENSES	\$26.65		
NET FARM INCOME		(\$79.37)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$54.67		
NET OPERATING PROFIT		(\$134.04)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$12.91		
RETURN TO LAND AND RISK		(\$146.95)	

TABLE 11. Spring lettuce, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
 Planting Dates: January 1 - February 1
 Harvest Dates: May 1 - May 31

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
SPRING LETTUCE	\$6.34	475 CARTONS	\$3,011.50
TOTAL			\$3,011.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.89	4 LBS	\$7.56		\$7.56
NITROGEN (N)	\$0.48	250 LBS	\$120.00		\$120.00
PHOSPHATE (P205)	\$0.63	175 LBS	\$110.25		\$110.25
INSECTICIDE	\$44.84	3 X/ACRE	\$134.52		\$134.52
PUMP WATER*		16 AC. IN.			
CANAL WATER		14 AC. IN.	\$75.00		\$75.00
SUBTOTAL			\$447.33		\$447.33

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.63	\$1.13	\$1.61	\$6.42
CHISEL	140 HP	0.20 HR		\$1.50	\$3.75	\$1.28	\$2.47	\$9.00
PLOW	140 HP	0.38 HR		\$2.85	\$7.13	\$4.06	\$5.59	\$19.63
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.25	\$2.26	\$3.22	\$12.83
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
DISC	140 HP	0.14 HR		\$1.05	\$2.63	\$1.13	\$1.61	\$6.42
LISTER	140 HP	0.18 HR		\$1.35	\$3.38	\$1.14	\$2.37	\$8.23
PRE-IRRIGATE		0.75 HR		\$5.63	\$2.25	\$0.00	\$2.41	\$10.28
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$1.88	\$0.75	\$0.52	\$4.73
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$4.88	\$1.32	\$4.52	\$12.67
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.95	\$12.38	\$4.71	\$7.67	\$29.71
ROLLING CULT (3X)	40 HP	0.21 HR		\$1.58	\$1.88	\$0.75	\$0.52	\$4.73
THIN & HOE (CUSTOM)			\$120.00					\$120.00
DUSTER (CUSTOM)			\$5.00					\$5.00
ROTO BUCK (8X)	40 HP	0.12 HR		\$0.90	\$1.08	\$0.13	\$0.83	\$2.95
IRRIGATE (8X)		4.00 HR		\$30.00	\$18.00	\$0.00	\$19.26	\$67.26
SUBTOTAL		7.58 HR	\$198.33	\$56.85	\$68.04	\$18.87	\$53.08	\$395.17

HARVEST OPERATIONS								
HARVEST (CUSTOM)			\$878.75					\$878.75
CARTONS (CUSTOM)			\$403.75					\$403.75
HAUL (CUSTOM)			\$142.50					\$142.50
BROKERAGE (CUSTOM)			\$278.56					\$278.56
SUBTOTAL		0.00 HR	\$1,703.56	\$0.00	\$0.00	\$0.00	\$0.00	\$1,703.56

OVERHEAD EXPENSES								
DOWNTIME		0.71 HR		\$5.31				\$5.31
EMPLOYEE BENEFITS				\$10.23				\$10.23
INSURANCE			\$1.14					\$1.14
LAND TAXES						\$8.83		\$8.83
SUPERVISION AND MANAGEMENT				\$111.92				\$111.92
OTHER EXPENSES			\$85.18					\$85.18
SUBTOTAL		0.71 HR	\$86.32	\$127.46		\$8.83		\$222.61

TOTAL OPERATING EXPENSES		8.29 HR	\$2,435.54	\$184.31	\$68.04	\$18.87	\$61.91	\$2,768.67
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NET OPERATING PROFIT								\$242.83
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INTEREST ON OPERATING CAPITAL	(\$436.94	@	5.50%)			\$24.03
INTEREST ON EQUIPMENT INVESTMENT								\$27.74

RETURN TO LAND AND RISK								\$191.06
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*Pump water costs are shown under irrigation in the preharvest operation section.
 BUDGET SUMMARY

GROSS RETURN		\$3,011.50	
VARIABLE OPERATING EXPENSES	\$2,522.45		
RETURN OVER VARIABLE EXPENSES		\$489.05	(GROSS MARGIN)
FIXED EXPENSES	\$61.91		
NET FARM INCOME		\$427.14	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$184.31		
NET OPERATING PROFIT		\$242.83	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$51.77		
RETURN TO LAND AND RISK		\$191.06	

TABLE 12. Fall lettuce, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
 Planting Dates: August 1 - August 15
 Harvest Dates: October 15 - November 10

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
FALL LETTUCE	\$6.07	500 CARTONS	\$3,035.00
TOTAL			\$3,035.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.96	4 LBS	\$7.84		\$7.84
NITROGEN (N)	\$0.48	250 LBS	\$120.00		\$120.00
PHOSPHATE (P205)	\$0.63	150 LBS	\$94.50		\$94.50
HERBICIDE	\$22.46	1 X/ACRE	\$22.46		\$22.46
INSECTICIDE	\$262.51	1 X/ACRE	\$262.51		\$262.51
PUMP WATER*		0 AC. IN.			
CANAL WATER		40 AC. IN.	\$46.67		\$46.67
SUBTOTAL			\$553.97		\$553.97

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.63	\$1.13	\$1.61	\$6.42
CHISEL	140 HP	0.20 HR		\$1.50	\$3.75	\$1.28	\$2.47	\$9.00
PLOW	140 HP	0.38 HR		\$2.85	\$7.13	\$4.06	\$5.59	\$19.63
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.25	\$2.26	\$3.22	\$12.83
LASER PLANE (CUSTOM)			\$72.50					\$72.50
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.19	\$1.56	\$2.62	\$8.64
LISTER	140 HP	0.18 HR		\$1.35	\$3.38	\$1.14	\$2.37	\$8.23
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.00	\$5.63
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$1.88	\$0.75	\$0.52	\$4.73
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$4.88	\$1.32	\$4.52	\$12.67
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.95	\$12.38	\$4.71	\$7.67	\$29.71
ROLLING CULT (3X)	40 HP	0.63 HR		\$4.73	\$5.65	\$2.24	\$1.57	\$14.19
THIN & HOE (CUSTOM)			\$160.00					\$160.00
DUSTER (CUSTOM)			\$15.00					\$15.00
ROTO BUCK (8X)	40 HP	0.12 HR		\$0.90	\$1.08	\$0.13	\$0.83	\$2.95
IRRIGATE (8X)		4.00 HR		\$30.00	\$0.00	\$0.00	\$0.00	\$30.00
SUBTOTAL		8.03 HR	\$247.50	\$60.23	\$52.13	\$20.79	\$33.47	\$414.11

HARVEST OPERATIONS				
HARVEST (CUSTOM)			\$925.00	\$925.00
CARTONS (CUSTOM)			\$425.00	\$425.00
HAUL (CUSTOM)			\$150.00	\$150.00
BROKERAGE (CUSTOM)			\$280.74	\$280.74
SUBTOTAL			\$1,780.74	\$1,780.74

OVERHEAD EXPENSES				
DOWNTIME		0.82 HR	\$6.15	\$6.15
EMPLOYEE BENEFITS			\$10.84	\$10.84
INSURANCE			\$1.20	\$1.20
LAND TAXES				\$8.83
SUPERVISION AND MANAGEMENT			\$69.69	\$69.69
OTHER EXPENSES			\$85.18	\$85.18
SUBTOTAL		0.82 HR	\$86.38	\$86.68

TOTAL OPERATING EXPENSES	8.85 HR	\$2,668.59	\$146.90	\$52.13	\$20.79	\$42.29	\$2,930.71
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NET OPERATING PROFIT							\$104.29
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INTEREST ON OPERATING CAPITAL	(\$505.49 @ 5.50%)						\$27.80
INTEREST ON EQUIPMENT INVESTMENT							\$15.51

RETURN TO LAND AND RISK							\$60.98
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*Pump water costs are shown under irrigation in the preharvest operation section.
 BUDGET SUMMARY

GROSS RETURN		\$3,035.00	
VARIABLE OPERATING EXPENSES	\$2,741.51		
RETURN OVER VARIABLE EXPENSES		\$293.49	(GROSS MARGIN)
FIXED EXPENSES	\$42.29		
NET FARM INCOME		\$251.19	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$146.90		
NET OPERATING PROFIT		\$104.29	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$43.31		
RETURN TO LAND AND RISK		\$60.98	

TABLE 13. Corn Silage, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
 Planting Dates: January 1 - January 15
 Harvest Dates: July 1 - July 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN SILAGE	\$45.00	30.00 TONS	\$1,350.00
TOTAL			\$1,350.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$2.84	22 LBS	\$62.48		\$62.48
NITROGEN (N)	\$0.48	300 LBS	\$144.00		\$144.00
PHOSPHATE (P205)	\$0.63	0 LBS	\$0.00		\$0.00
ROUNDUP	\$22.00	2 X/ACRE	\$44.00		\$44.00
PUMP WATER*		6 AC. IN.			
CANAL WATER		30 AC. IN.	\$83.00		\$83.00
CROP INSURANCE	\$2.94		\$2.94		\$2.94
SUBTOTAL			\$336.42		\$336.42

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.63	\$1.13	\$1.61	\$6.42
CHISEL	140 HP	0.20 HR		\$1.50	\$3.75	\$1.28	\$2.47	\$9.00
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
DISC	140 HP	0.17 HR		\$1.28	\$3.19	\$1.56	\$2.62	\$8.64
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.45	\$0.10	\$1.94	\$2.86
DRILL	140 HP	0.21 HR		\$1.58	\$3.94	\$1.14	\$10.05	\$16.70
IRRIGATE (4X)		2.00 HR		\$15.00	\$7.59	\$0.00	\$8.13	\$30.72
SUBTOTAL		2.82 HR		\$21.15	\$22.48	\$5.42	\$27.29	\$76.34

HARVEST OPERATIONS								
CUT AND HAUL (DAIRY OWNED)			\$10.00					\$10.00
SUBTOTAL			\$10.00					\$10.00

POSTHARVEST OPERATIONS								
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		0.21 HR		\$1.54				\$1.54
EMPLOYEE BENEFITS				\$3.81				\$3.81
INSURANCE			\$0.42					\$0.42
LAND TAXES						\$8.83		\$8.83
SUPERVISION AND MANAGEMENT				\$96.91				\$96.91
OTHER EXPENSES			\$85.18					\$85.18
SUBTOTAL		0.21 HR	\$85.60	\$102.25		\$8.83		\$196.68

TOTAL OPERATING EXPENSES		3.03 HR	\$432.02	\$123.40	\$22.48	\$5.42	\$36.11	\$619.44
NET OPERATING PROFIT								\$730.56
INTEREST ON OPERATING CAPITAL	(\$176.02	@	5.50%)			\$9.68
INTEREST ON EQUIPMENT INVESTMENT								\$13.00
RETURN TO LAND AND RISK								\$707.87

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

BUDGET SUMMARY

GROSS RETURN		\$1,350.00	
VARIABLE OPERATING EXPENSES	\$459.92		
RETURN OVER VARIABLE EXPENSES		\$890.08	(GROSS MARGIN)
FIXED EXPENSES	\$36.11		
NET FARM INCOME		\$853.96	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$123.40		
NET OPERATING PROFIT		\$730.56	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$22.69		
RETURN TO LAND AND RISK		\$707.87	

TABLE 14. Fall onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties,
 Projected 2016
 Planting Dates: October 1 - October 15
 Harvesting Dates: June 1 - July 15

K03-09-05

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
FALL ONIONS	\$8.02	1,200.00 SACKS	\$9,624.00
TOTAL			\$9,624.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$140.00	6 LBS	\$840.00		\$840.00
NITROGEN (N)	\$0.48	600 LBS	\$288.00		\$288.00
PHOSPHATE (P2O5)	\$0.63	250 LBS	\$157.50		\$157.50
HERBICIDE	\$26.92	2 X/ACRE	\$53.85		\$53.85
INSECTICIDE	\$103.67	2 X/ACRE	\$207.34		\$207.34
PUMP WATER*		6 AC. IN.			
CANAL WATER		50 AC. IN.	\$109.67		\$109.67
SUBTOTAL			\$1,656.35		\$1,656.35

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.63	\$1.13	\$1.61	\$6.42
CHISEL	140 HP	0.20 HR		\$1.50	\$3.75	\$1.28	\$2.47	\$9.00
PLOW	140 HP	0.38 HR		\$2.85	\$7.13	\$4.06	\$5.59	\$19.63
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.25	\$2.26	\$3.22	\$12.83
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.19	\$1.56	\$2.62	\$8.64
LISTER	140 HP	0.18 HR		\$1.35	\$3.38	\$1.14	\$2.37	\$8.23
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.54	\$0.00	\$0.58	\$6.75
ROD WEEDER	40 HP	0.08 HR		\$0.60	\$0.72	\$0.15	\$1.57	\$3.04
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$1.88	\$0.75	\$0.52	\$4.73
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.95	\$4.88	\$1.32	\$4.52	\$12.67
CULT & SIDEDRESS (4X)	140 HP	1.32 HR		\$9.90	\$24.76	\$9.41	\$15.35	\$59.42
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$3.77	\$1.49	\$1.04	\$9.46
THIN & HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.01	\$1.21	\$0.15	\$0.94	\$3.31
IRRIGATE (13X)		6.50 HR		\$48.75	\$7.05	\$0.00	\$7.55	\$63.35
SUBTOTAL		11.08 HR	\$193.33	\$83.06	\$71.07	\$24.91	\$50.42	\$422.79

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ONION KNIVES	80 HP	0.27 HR		\$2.03	\$5.06	\$1.43	\$4.31	\$12.82
HARVEST & HAUL (CUSTOM)			\$1,320.00					\$1,320.00
BAG RENTAL			\$120.00					\$120.00
FIELD LOAD (CUSTOM)			\$0.00					\$0.00
PROCESSING (CUSTOM)			\$2,280.00					\$2,280.00
CONTAINER CHARGE			\$480.00					\$480.00
BROKERAGE (CUSTOM)			\$866.16					\$866.16
SUBTOTAL		0.27 HR	\$5,066.16	\$2.03	\$5.06	\$1.43	\$4.31	\$5,078.98

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		1.02 HR		\$7.68				\$7.68
EMPLOYEE BENEFITS				\$14.95				\$14.95
INSURANCE			\$1.66					\$1.66
LAND TAXES							\$8.83	\$8.83
SUPERVISION AND MANAGEMENT				\$246.15				\$246.15
OTHER EXPENSES			\$85.18					\$85.18
SUBTOTAL		1.02 HR	\$86.84	\$268.78			\$8.83	\$364.44

TOTAL OPERATING EXPENSES		12.37 HR	\$7,002.68	\$353.86	\$76.13	\$26.34	\$63.56	\$7,522.57
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NET OPERATING PROFIT								\$2,101.43
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INTEREST ON OPERATING CAPITAL	(\$1,322.68 @ 5.50%)							\$72.75
INTEREST ON EQUIPMENT INVESTMENT								\$25.32

RETURN TO LAND AND RISK								\$2,003.36
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*Pump water costs are shown under irrigation in the preharvest operation section.
 BUDGET SUMMARY

GROSS RETURN		\$9,624.00	
VARIABLE OPERATING EXPENSES	\$7,105.15		
RETURN OVER VARIABLE EXPENSES		\$2,518.85	(GROSS MARGIN)
FIXED EXPENSES	\$63.56		
NET FARM INCOME		\$2,455.29	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$353.86		
NET OPERATING PROFIT		\$2,101.43	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$98.07		
RETURN TO LAND AND RISK		\$2,003.36	

TABLE 15. Midseason yellow onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
 Planting Dates: January 1 - January 31
 Harvest Dates: July 1 - July 31

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
MIDSEASON YELLOWS	\$8.34	675.00 SACKS	\$5,629.50
TOTAL			\$5,629.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$179.00	4 LBS	\$716.00		\$716.00
NITROGEN (N)	\$0.48	450 LBS	\$216.00		\$216.00
PHOSPHATE (P205)	\$0.63	180 LBS	\$113.40		\$113.40
HERBICIDE	\$78.37	1 X/ACRE	\$78.37		\$78.37
INSECTICIDE	\$91.87	1 X/ACRE	\$91.87		\$91.87
PUMP WATER*		6 AC. IN.			
CANAL WATER		42 AC. IN.	\$99.00		\$99.00
SUBTOTAL			\$1,314.64		\$1,314.64

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.63	\$1.13	\$1.61	\$6.42
CHISEL	140 HP	0.20 HR		\$1.50	\$3.75	\$1.28	\$2.47	\$9.00
PLOW	140 HP	0.38 HR		\$2.85	\$7.13	\$4.06	\$5.59	\$19.63
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.25	\$2.26	\$3.22	\$12.83
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.19	\$1.56	\$2.62	\$8.64
LISTER	140 HP	0.18 HR		\$1.35	\$3.38	\$1.14	\$2.37	\$8.23
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.63	\$0.00	\$0.68	\$6.93
ROD WEEDER	40 HP	0.08 HR		\$0.60	\$0.72	\$0.15	\$1.57	\$3.04
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$1.88	\$0.75	\$0.22	\$4.42
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.95	\$4.88	\$1.32	\$4.52	\$12.67
CULT & SIDEDRESS (3X)	140 HP	0.99 HR		\$7.43	\$18.57	\$7.06	\$11.51	\$44.56
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$3.77	\$1.49	\$1.04	\$9.46
HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.01	\$1.21	\$0.15	\$0.94	\$3.31
IRRIGATE (11X)		5.50 HR		\$41.25	\$6.96	\$0.00	\$7.45	\$55.66
SUBTOTAL		9.75 HR	\$193.33	\$73.09	\$64.88	\$22.56	\$46.28	\$400.13

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ONION KNIVES	140 HP	0.27 HR		\$2.03	\$5.06	\$1.43	\$4.31	\$12.82
HARVEST & HAUL (CUSTOM)			\$742.50					\$742.50
BAG RENTAL			\$67.50					\$67.50
FIELD LOAD			\$0.00					\$0.00
PROCESSING			\$1,282.50					\$1,282.50
CONTAINER CHARGE			\$270.00					\$270.00
BROKERAGE (CUSTOM)			\$506.66					\$506.66
SUBTOTAL		0.27 HR	\$2,869.16	\$2.03	\$5.06	\$1.43	\$4.31	\$2,881.97

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		0.40 HR		\$2.98				\$2.98
EMPLOYEE BENEFITS				\$13.52				\$13.52
INSURANCE			\$1.50					\$1.50
LAND TAXES							\$8.83	\$8.83
SUPERVISION AND MANAGEMENT				\$205.85				\$205.85
OTHER EXPENSES			\$85.18					\$85.18
SUBTOTAL		0.40 HR	\$86.68	\$222.35			\$8.83	\$317.86

TOTAL OPERATING EXPENSES		10.41 HR	\$4,463.80	\$297.46	\$69.94	\$23.98	\$59.41	\$4,914.61
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NET OPERATING PROFIT								\$714.89
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INTEREST ON OPERATING CAPITAL	(\$966.61	@	5.50%)			\$53.16
INTEREST ON EQUIPMENT INVESTMENT								\$23.94

RETURN TO LAND AND RISK								\$637.79
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*Pump water costs are shown under irrigation in the preharvest operation section.

BUDGET SUMMARY

GROSS RETURN		\$5,629.50	
VARIABLE OPERATING EXPENSES	\$4,557.73		
RETURN OVER VARIABLE EXPENSES	\$1,071.77	(GROSS MARGIN)	
FIXED EXPENSES	\$59.41		
NET FARM INCOME	\$1,012.36	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$297.46		
NET OPERATING PROFIT	\$714.89	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$77.10		
RETURN TO LAND AND RISK	\$637.79		

TABLE 16. Sweet Spanish onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
 Planting Dates: January 15 - February 15
 Harvest Dates: August 1 - August 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
SWEET SPANISH	\$7.64	825.00 SACKS						\$6,303.00
TOTAL								\$6,303.00
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$179.00	4 LBS	\$716.00					\$716.00
NITROGEN (N)	\$0.48	450 LBS	\$216.00					\$216.00
PHOSPHATE (P2O5)	\$0.63	180 LBS	\$113.40					\$113.40
HERBICIDE	\$78.37	1 X/ACRE	\$78.37					\$78.37
INSECTICIDE	\$91.78	1 X/ACRE	\$91.78					\$91.78
PUMP WATER*		6 AC. IN.						
CANAL WATER		50 AC. IN.	\$109.67					\$109.67
SUBTOTAL			\$1,325.21					\$1,325.21
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.63	\$1.13	\$1.61	\$6.42
CHISEL	140 HP	0.20 HR		\$1.50	\$3.75	\$1.28	\$2.47	\$9.00
PLOW	140 HP	0.38 HR		\$2.85	\$7.13	\$4.06	\$5.59	\$19.63
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.25	\$2.26	\$3.22	\$12.83
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.19	\$1.56	\$2.62	\$8.64
LISTER	140 HP	0.18 HR		\$1.35	\$3.38	\$1.14	\$2.37	\$8.23
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.54	\$0.00	\$0.58	\$6.75
ROD WEEDER	40 HP	0.08 HR		\$0.60	\$0.72	\$0.15	\$1.57	\$3.04
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$1.88	\$0.75	\$0.52	\$4.73
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.95	\$4.88	\$1.32	\$4.52	\$12.67
CULT & SIDEDRESS (3X)	140 HP	0.99 HR		\$7.43	\$18.57	\$7.06	\$11.51	\$44.56
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$3.77	\$1.49	\$1.04	\$9.46
THIN & HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.01	\$1.21	\$0.15	\$0.94	\$3.31
IRRIGATE (13X)		6.50 HR		\$48.75	\$7.05	\$0.00	\$7.55	\$63.35
SUBTOTAL		10.75 HR	\$193.33	\$80.59	\$64.88	\$22.56	\$46.58	\$407.94
HARVEST OPERATIONS								
ONION KNIVES	140 HP	0.27 HR		\$2.03	\$5.06	\$1.43	\$4.31	\$12.82
HARVEST & HAUL (CUSTOM)			\$907.50					\$907.50
BAG RENTAL			\$82.50					\$82.50
FIELD LOAD			\$0.00					\$0.00
PROCESSING			\$1,567.50					\$1,567.50
CONTAINER CHARGE			\$330.00					\$330.00
BROKERAGE (CUSTOM)			\$567.27					\$567.27
SUBTOTAL		0.27 HR	\$3,454.77	\$2.03	\$5.06	\$1.43	\$4.31	\$3,467.59
OVERHEAD EXPENSES								
DOWNTIME		0.62 HR		\$4.67				\$4.67
EMPLOYEE BENEFITS				\$14.87				\$14.87
INSURANCE			\$1.65					\$1.65
LAND TAXES						\$8.83		\$8.83
SUPERVISION AND MANAGEMENT				\$210.91				\$210.91
OTHER EXPENSES			\$85.18					\$85.18
SUBTOTAL		0.62 HR	\$86.83	\$230.45			\$8.83	\$326.11
TOTAL OPERATING EXPENSES		11.64 HR	\$5,060.14	\$313.06	\$69.94	\$23.98	\$59.72	\$5,526.85
NET OPERATING PROFIT								\$776.15
INTEREST ON OPERATING CAPITAL		(\$1,020.69 @ 5.50%)						\$56.14
INTEREST ON EQUIPMENT INVESTMENT								\$23.94
RETURN TO LAND AND RISK								\$696.07

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

BUDGET SUMMARY

GROSS RETURN		\$6,303.00	
VARIABLE OPERATING EXPENSES	\$5,154.07		
RETURN OVER VARIABLE EXPENSES	\$1,148.93	(GROSS MARGIN)	
FIXED EXPENSES	\$59.72		
NET FARM INCOME	\$1,089.21	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$313.06		
NET OPERATING PROFIT	\$776.15	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$80.08		
RETURN TO LAND AND RISK	\$696.07		

TABLE 1. Green chile, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
 Planting Dates: March 15 - April 10
 Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
GREEN	\$490.00	18.00 TONS	\$8,820.00
RED	\$0.00	0.00 LBS	\$0.00
TOTAL			\$8,820.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$36.40	5 LBS	\$182.00		\$182.00
NITROGEN (N)	\$0.48	300 LBS	\$144.00		\$144.00
PHOSPHATE (P205)	\$0.63	70 LBS	\$44.10		\$44.10
HERBICIDE	\$89.73	1 X/ACRE	\$89.73		\$89.73
INSECTICIDE	\$55.89	1 X/ACRE	\$55.89		\$55.89
NEMATICIDE (CUSTOM)	\$55.15	1 X/ACRE	\$55.15		\$55.15
CROP INSURANCE		600 DOLLAR	\$40.00		\$40.00
PUMP WATER*		0 AC. IN.			
CANAL WATER		55 AC. IN.	\$116.33		\$116.33
SUBTOTAL			\$727.20		\$727.20

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.63	\$1.13	\$1.61	\$6.42
CHISEL	140 HP	0.20 HR		\$1.50	\$3.75	\$1.28	\$2.47	\$9.00
PLOW	140 HP	0.38 HR		\$2.85	\$7.13	\$4.06	\$5.59	\$19.63
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.25	\$2.26	\$3.22	\$12.83
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.19	\$1.56	\$2.62	\$8.64
LISTER	140 HP	0.18 HR		\$1.35	\$3.38	\$1.14	\$2.37	\$8.23
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.00	\$5.63
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$1.88	\$0.75	\$0.52	\$4.73
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.95	\$4.88	\$1.32	\$4.52	\$12.67
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$3.77	\$1.49	\$1.04	\$9.46
CULTIVATOR (3X)	40 HP	0.63 HR		\$4.73	\$5.65	\$2.24	\$1.57	\$14.19
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.95	\$12.38	\$4.71	\$7.67	\$29.71
THINNING (CUSTOM)			\$70.00					\$70.00
HOEING (CUSTOM)			\$80.00					\$80.00
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.79	\$0.94	\$0.12	\$0.73	\$2.58
IRRIGATE (10X)		5.00 HR		\$37.50	\$0.00	\$0.00	\$0.00	\$37.50
SUBTOTAL		9.44 HR	\$223.33	\$70.76	\$55.76	\$22.27	\$34.41	\$406.53

HARVEST OPERATIONS

HARVEST GREEN (CUSTOM)			\$3,600.00					\$3,600.00
HARVEST RED (CUSTOM)			\$0.00					\$0.00
HAUL (TRAILER) (3X)	40 HP	2.40 HR		\$18.00	\$21.54	\$2.66	\$14.01	\$56.21
FORK LIFT (3X)	RENTAL	1.05 HR	\$10.00	\$7.88				\$17.88
HAUL (CUSTOM)			\$225.00					\$225.00
SUBTOTAL		3.45 HR	\$3,835.00	\$25.88	\$21.54	\$2.66	\$14.01	\$3,899.08

POSTHARVEST OPERATIONS

SHREDDER	40 HP	0.29 HR		\$2.18	\$2.60	\$0.37	\$1.08	\$6.23
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OVERHEAD EXPENSES

DOWNTIME		1.86 HR		\$13.92				\$13.92
EMPLOYEE BENEFITS				\$17.79				\$17.79
INSURANCE			\$1.98					\$1.98
LAND TAXES						\$8.83		\$8.83
SUPERVISION AND MANAGEMENT				\$157.27				\$157.27
OTHER EXPENSES			\$85.18					\$85.18
SUBTOTAL		1.86 HR	\$87.15	\$188.98		\$8.83		\$284.97

TOTAL OPERATING EXPENSES		15.03 HR	\$4,872.69	\$287.79	\$79.91	\$25.29	\$58.32	\$5,324.01
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NET OPERATING PROFIT								\$3,495.99
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INTEREST ON OPERATING CAPITAL	(\$760.79	@	5.50%)			\$41.84
INTEREST ON EQUIPMENT INVESTMENT								\$21.35

RETURN TO LAND AND RISK								\$3,432.80
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*Pump water costs are shown under irrigation in the preharvest operation section.

BUDGET SUMMARY

GROSS RETURN		\$8,820.00	
VARIABLE OPERATING EXPENSES	\$4,977.89		
RETURN OVER VARIABLE EXPENSES	\$3,842.11	(GROSS MARGIN)	
FIXED EXPENSES	\$58.32		
NET FARM INCOME	\$3,783.79	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$287.79		
NET OPERATING PROFIT	\$3,495.99	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$63.19		
RETURN TO LAND AND RISK	\$3,432.80		

TABLE 18. Red chile, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2016
 Planting Dates: March 15 - April 10
 Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
RED	\$0.73	4,500.00 LBS						\$3,285.00
TOTAL								\$3,285.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$36.40	8 LBS	\$291.20					\$291.20
NITROGEN (N)	\$0.48	250 LBS	\$120.00					\$120.00
PHOSPHATE (P205)	\$0.63	60 LBS	\$37.80					\$37.80
HERBICIDE	\$89.73	1 X/ACRE	\$89.73					\$89.73
INSECTICIDE	\$55.89	1 X/ACRE	\$55.89					\$55.89
NEMATICIDE (CUSTOM)	\$55.15	1 X/ACRE	\$55.15					\$55.15
CROP INSURANCE		600 DOLLARS	\$40.00					\$40.00
PUMP WATER*		0 AC. IN.						
CANAL WATER		60 AC. IN.	\$123.00					\$123.00
SUBTOTAL			\$812.77					\$812.77

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.63	\$1.13	\$1.61	\$6.42
CHISEL	140 HP	0.20 HR		\$1.50	\$3.75	\$1.28	\$2.47	\$9.00
PLOW	140 HP	0.38 HR		\$2.85	\$7.13	\$4.06	\$5.59	\$19.63
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.25	\$2.26	\$3.22	\$12.83
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.47	\$2.00
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.19	\$1.56	\$2.62	\$8.64
LISTER	140 HP	0.18 HR		\$1.35	\$3.38	\$1.14	\$2.37	\$8.23
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.00	\$5.63
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$1.88	\$0.75	\$0.52	\$4.73
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.95	\$4.88	\$1.32	\$4.52	\$12.67
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$3.77	\$1.49	\$1.04	\$9.46
CULTIVATOR (3X)	40 HP	0.63 HR		\$4.73	\$5.65	\$2.24	\$1.57	\$14.19
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.95	\$12.38	\$4.71	\$7.67	\$29.71
THINNING (CUSTOM)			\$70.00					\$70.00
HOEING (CUSTOM)			\$80.00					\$80.00
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.79	\$0.94	\$0.12	\$0.73	\$2.58
IRRIGATE (11X)		5.50 HR		\$41.25	\$0.00	\$0.00	\$0.00	\$41.25
SUBTOTAL		9.94 HR	\$223.33	\$74.51	\$55.76	\$22.27	\$34.41	\$410.28

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
HARVEST (CUSTOM)			\$900.00					\$900.00
HAUL (TRAILER) (3X)	40 HP	0.80 HR		\$6.00	\$7.18	\$0.89	\$4.67	\$18.74
FORK LIFT (3X)	RENTAL	0.30 HR	\$10.00	\$2.25				\$12.25
HAUL (CUSTOM)			\$135.00					\$135.00
SUBTOTAL		1.10 HR	\$1,045.00	\$8.25	\$7.18	\$0.89	\$4.67	\$1,065.99

POSTHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.60	\$0.37	\$1.08	\$6.23

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	1.27 HR		\$9.52				\$9.52
EMPLOYEE BENEFITS			\$15.29				\$15.29
INSURANCE		\$1.70					\$1.70
LAND TAXES						\$8.83	\$8.83
SUPERVISION AND MANAGEMENT			\$160.28				\$160.28
OTHER EXPENSES		\$85.18					\$85.18
SUBTOTAL	1.27 HR	\$86.88	\$185.08			\$8.83	\$280.79

TOTAL OPERATING EXPENSES	12.59 HR	\$2,167.98	\$270.02	\$65.55	\$23.52	\$48.98	\$2,576.05
NET OPERATING PROFIT							\$708.95
INTEREST ON OPERATING CAPITAL	(\$569.73 @ 5.50%)						\$31.34
INTEREST ON EQUIPMENT INVESTMENT							\$18.24
RETURN TO LAND AND RISK							\$659.37

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

BUDGET SUMMARY

GROSS RETURN	\$3,285.00	
VARIABLE OPERATING EXPENSES	\$2,257.05	
RETURN OVER VARIABLE EXPENSES	\$1,027.95	(GROSS MARGIN)
FIXED EXPENSES	\$48.98	
NET FARM INCOME	\$978.97	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$270.02	
NET OPERATING PROFIT	\$708.95	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$49.58	
RETURN TO LAND AND RISK	\$659.37	

Table 19. Summary of per acre costs and returns for a 500 acre farm with above average management, Dona Ana and Sierra Counties,
Projected 2016

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PIMA COTTON	PICKER COTTON	GRAIN SORGHUM	SPRING LETTUCE	FALL LETTUCE	CORN SILAGE	FALL ONIONS	MIDSEASON YELLOW ONIONS	SWEET SPANISH ONIONS	GREEN CHILE	RED CHILE
		TONS	LBS	LBS	CWT	CARTONS	CARTONS	TONS	SACKS	SACKS	SACKS	TONS/LBS	LBS
PRIMARY YIELD		8.00	750.00	1,000.00	40.00	475.00	500.00	30.00	1,200.00	675.00	825.00	18.00	4,500.00
PRIMARY PRICE		\$205.00	\$0.95	\$0.72	\$5.91	\$6.34	\$6.07	\$45.00	\$8.02	\$8.34	\$7.64	\$490.00	\$0.73
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$143.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME		\$0.00	\$96.00	\$128.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GROSS RETURN		\$1,640.00	\$808.50	\$991.55	\$236.57	\$3,011.50	\$3,035.00	\$1,350.00	\$9,624.00	\$5,629.50	\$6,303.00	\$8,820.00	\$3,285.00
CASH OPERATING EXPENSES													
SEED	\$150.00		\$131.00	\$200.00	\$17.00	\$7.56	\$7.84	\$62.48	\$840.00	\$716.00	\$716.00	\$182.00	\$291.20
FERTILIZER	\$56.70	\$73.50	\$89.10	\$89.10		\$230.25	\$214.50	\$144.00	\$445.50	\$329.40	\$329.40	\$188.10	\$157.80
CHEMICALS	\$27.47	\$14.74	\$34.15	\$107.46	\$58.64	\$134.52	\$284.97	\$44.00	\$261.19	\$170.24	\$170.14	\$200.77	\$200.77
CROP INSURANCE			\$2.94	\$0.34	\$2.94			\$2.94				\$40.00	\$40.00
OTHER PURCHASED INPUTS		\$115.18											
CANAL WATER		\$123.00	\$87.00	\$87.00	\$75.00	\$75.00	\$46.67	\$83.00	\$109.67	\$99.00	\$109.67	\$116.33	\$123.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$36.23	\$27.94	\$79.59	\$80.11	\$24.59	\$47.80	\$52.13	\$14.89	\$68.54	\$62.35	\$62.35	\$79.91	\$65.55
FUEL-IRRIGATION	\$7.59	\$0.00	\$0.00	\$0.00	\$0.00	\$20.25	\$0.00	\$7.59	\$7.59	\$7.59	\$7.59	\$0.00	\$0.00
REPAIRS	\$13.26	\$6.34	\$29.37	\$29.58	\$8.58	\$18.87	\$20.79	\$5.42	\$26.34	\$23.98	\$23.98	\$25.29	\$23.52
CUSTOM CHARGES	\$73.33	\$60.80	\$116.03	\$128.30	\$16.80	\$1,901.89	\$2,028.24	\$10.00	\$5,259.49	\$3,062.49	\$3,648.10	\$4,058.33	\$1,268.33
LAND TAXES		\$8.83	\$8.83	\$8.83	\$8.83	\$8.83	\$8.83	\$8.83	\$8.83	\$8.83	\$8.83	\$8.83	\$8.83
OTHER EXPENSES	\$0.45	\$86.19	\$86.44	\$86.44	\$85.73	\$86.32	\$86.38	\$85.60	\$86.84	\$86.68	\$86.83	\$87.15	\$86.88
TOTAL CASH EXPENSES	\$365.03	\$516.53	\$664.44	\$817.16	\$298.12	\$2,531.28	\$2,750.34	\$468.75	\$7,113.98	\$4,566.56	\$5,162.90	\$4,986.72	\$2,265.88
RETURN OVER CASH EXPENSES	(\$365.03)	\$1,123.47	\$144.06	\$174.38	(\$61.55)	\$480.22	\$284.66	\$881.25	\$2,510.02	\$1,062.94	\$1,140.10	\$3,833.28	\$1,019.12
FIXED EXPENSES	\$41.99	\$173.08	\$105.73	\$106.14	\$17.82	\$53.08	\$33.47	\$27.29	\$54.73	\$50.58	\$50.89	\$49.49	\$40.15
TOTAL EXPENSES	\$407.03	\$689.60	\$770.17	\$923.30	\$315.94	\$2,584.36	\$2,783.81	\$496.04	\$7,168.71	\$4,617.14	\$5,213.79	\$5,036.21	\$2,306.03
NET FARM INCOME	(\$407.03)	\$950.40	\$38.33	\$68.25	(\$79.37)	\$427.14	\$251.19	\$853.96	\$2,455.29	\$1,012.36	\$1,089.21	\$3,783.79	\$978.97
LABOR AND MANAGEMENT COSTS	\$67.43	\$183.71	\$143.58	\$160.03	\$54.67	\$184.31	\$146.90	\$123.40	\$353.86	\$297.46	\$313.06	\$287.79	\$270.02
NET OPERATING PROFIT	(\$474.46)	\$766.68	(\$105.25)	(\$91.78)	(\$134.04)	\$242.83	\$104.29	\$730.56	\$2,101.43	\$714.89	\$776.15	\$3,495.99	\$708.95
CAPITAL COSTS													
INTEREST ON OPERATING CAPITAL		\$9.17	\$14.54	\$15.14	\$4.76	\$24.03	\$27.80	\$9.68	\$72.75	\$53.16	\$56.14	\$41.84	\$31.34
INTEREST ON EQUIPMENT INVESTMENT		\$18.27	\$36.49	\$36.65	\$8.15	\$27.74	\$15.51	\$13.00	\$25.32	\$23.94	\$23.94	\$21.35	\$18.24
TOTAL CAPITAL COSTS	\$0.00	\$27.44	\$51.03	\$51.79	\$12.91	\$51.77	\$43.31	\$22.69	\$98.07	\$77.10	\$80.08	\$63.19	\$49.58
RETURN TO LAND AND RISK	(\$474.46)	\$739.25	(\$156.28)	(\$143.57)	(\$146.95)	\$191.06	\$60.98	\$707.87	\$2,003.36	\$637.79	\$696.07	\$3,432.80	\$659.37

Flex Computation

-14.05
748.161317

748.16

Table 20. Whole farm budget summary, Dona Ana and Sierra Counties,
Projected 2016

GROSS RETURNS		
ALFALFA HAY CROP	160 ACRES	\$262,400
PIMA COTTON LINT SEED	17 ACRES	\$12,113 \$1,632
COUNTER CYCLICAL PAYMENT		\$0
UPLAND COTTON LINT SEED	149.00 ACRES	\$107,280 \$19,072
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$21,389
GRAIN SORGHUM CROP	17 ACRES	\$4,022
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
SPRING LETTUCE CROP	10 ACRES	\$30,115
FALL LETTUCE CROP	50 ACRES	\$151,750
WHEAT CROP	17 ACRES	\$22,950
DIRECT PAYMENT		\$0
FALL ONIONS CROP	20 ACRES	\$192,480
MIDSEASON YELLOW ONIONS CROP	20 ACRES	\$112,590
SWEET SPANISH ONIONS CROP	20 ACRES	\$126,060
GREEN CHILE GREEN	15 ACRES	\$132,300
RED		\$0
RED CHILE RED	15 ACRES	\$49,275
GROSS RETURN		<u>\$1,245,427</u>
CASH OPERATING EXPENSES		
SEED		\$92,384
FERTILIZER		\$71,569
CHEMICALS		\$55,443
CROP INSURANCE		\$1,400
OTHER PURCHASED INPUTS		\$18,429
CANAL WATER		\$49,848
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$29,013
FUEL-IRRIGATION		\$1,091
REPAIRS		\$10,136
CUSTOM CHARGES		\$473,938
LAND TAXES		\$4,503
OTHER EXPENSES		\$44,070
TOTAL CASH EXPENSES		<u>\$851,823</u>
RETURN OVER CASH EXPENSES		\$393,604
FIXED EXPENSES		\$35,445
TOTAL EXPENSES		<u>\$887,268</u>
NET FARM INCOME		\$358,159
LABOR AND MANAGEMENT COSTS		\$98,247
NET OPERATING PROFIT		\$259,912
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$10,584
INTEREST ON EQUIPMENT INVESTMENT		\$12,475
TOTAL CAPITAL COSTS		<u>\$23,059</u>
RETURN TO LAND AND RISK		<u>\$236,852</u>
<hr/>		
LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$3,000 /ACRE	\$191,852	15.36%
\$5,000 /ACRE	\$161,852	9.65%
\$7,000 /ACRE	\$131,852	7.04%
\$9,000 /ACRE	\$101,852	5.54%
\$11,000 /ACRE	\$71,852	4.57%

* 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)