

TABLE 1. Acreage Summary, Cibola County,  
Projected 2012.

BUDGET AREA..... CIBOLA COUNTY			
FARM SIZE..... 300 ACRES			
IRRIGATION TYPE..... FLOOD			
NUMBER OF CROPS.. 4			
WATER USE			
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	25	18	450
ALFALFA	200	42	8,400
PASTURE ESTABLISHMENT	2	18	36
PASTURE	40	30	1,200
WHEAT	20	24	480
SWEET CORN	8	30	240
ROADS, HOMESTEAD	5		
TOTAL	300		10,806
ACRE FEET PER ACRE OF WATER RIGHTS			3.00

TABLE 2. Basic cost information for Cibola County,  
Projected 2012.

Item		
<b>Labor Wage Rate:</b>		
Equipment operators	\$/hour	\$7.50
General & Irrigators	\$/hour	\$7.50
<b>Purchased Inputs:</b>		
<b>Fertilizer:</b>		
Nitrogen (N)	\$/pound	\$0.89
Phosphate (P205)	\$/pound	\$0.75
<b>Seed:</b>		
Alfalfa	\$/pound	\$6.50
Oat Hay	\$/pound	\$0.85
Sweet Corn	\$/pound	\$57.00
Wheat	\$/pound	\$0.50
Pasture	\$/pound	\$2.98
Baling wire	\$/box	\$0.84
Gopher control	\$/acre	\$1.50
Canal water	\$/acre	\$5.00
<b>Energy:</b>		
Diesel fuel	\$/gallon	\$3.05
Gasoline	\$/gallon	\$3.80
Electricity	cents/KwHr	12.65
Employee Liability Insurance	\$/(\$1,000 wages)	\$20.00
Employee Benefits	percent/wages	18.00%
Labor Downtime	percent	25.00%
<b>Financial Rates:</b>		
Operating Capital Interest Rate	percent	7.00%
Land Interest Rate	percent	6.00%
Equipment Interest Rate	percent	7.00%
Real Interest Rate	percent	3.00%
Land Taxes	\$/acre (full value)	\$36.00
Personal Property Tax Rate - NR	\$/(\$1,000 (Assessed Value)	\$25.13
- R		\$27.02
<b>Supervision Factors</b>		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equipment & General	\$/labor hour	\$0.50
<b>Management Rate</b>	percent	7.00%

TABLE 3. Overhead cost information for Cibola County,  
Projected 2012.

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





TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2012.  
Harvesting Dates: June 15 - September 15

ITEM	PRICE	YIELD							TOTAL
<b>GROSS RETURNS</b>									
ALFALFA HAY	\$265.00	4.00 TONS (STACKED)							\$1,060.00
GRAZING	\$10.00	1.00 ACRE							\$10.00
<b>TOTAL</b>								<b>\$1,070.00</b>	
<b>PURCHASED INPUTS</b>									
	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL	
PHOSPHATE (P2O5)	\$0.75	40 LBS	\$30.00					\$30.00	
WIRE	\$0.84	34 LBS	\$28.80					\$28.80	
GOPHER CONTROL	\$1.50	1 ACRE	\$1.50					\$1.50	
ESTABLISHMENT: Principal		8 YEARS						\$0.00	
: Interest								\$0.00	
CANAL WATER		42 AC. IN.	\$5.00					\$5.00	
<b>SUBTOTAL</b>			<b>\$65.30</b>		<b>\$0.00</b>			<b>\$65.30</b>	
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
FERT SPREADER	93 HP	0.05 HR		\$0.38	\$1.16	\$0.15	\$1.84	\$3.52	
GOPHER CONTROL	40 HP	0.15 HR		\$1.13	\$2.13	\$0.16	\$2.04	\$5.46	
IRRIGATE (6X)		3.00 HR		\$22.50				\$22.50	
<b>SUBTOTAL</b>		<b>3.20 HR</b>		<b>\$24.00</b>	<b>\$3.29</b>	<b>\$0.31</b>	<b>\$3.88</b>	<b>\$31.48</b>	
<b>HARVEST OPERATIONS</b>									
SWATHER (3X)	16 FT	0.33 HR		\$2.48	\$3.77	\$0.48	\$18.83	\$25.56	
BALER (3X)	65 HP	0.63 HR		\$4.73	\$11.64	\$0.91	\$4.52	\$21.80	
BALEWAGON (3X)	93 HP	0.60 HR		\$4.50	\$13.88	\$3.40	\$14.59	\$36.37	
<b>SUBTOTAL</b>		<b>1.56 HR</b>		<b>\$11.70</b>	<b>\$29.29</b>	<b>\$4.79</b>	<b>\$37.94</b>	<b>\$83.73</b>	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.43 HR		\$3.21				\$3.21	
EMPLOYEE BENEFITS				\$6.43				\$6.43	
INSURANCE			\$0.71					\$0.71	
LAND TAXES							\$36.00	\$36.00	
SUPERVISION AND MANAGEMENT				\$78.76				\$78.76	
OTHER EXPENSES			\$89.78					\$89.78	
<b>SUBTOTAL</b>		<b>0.43 HR</b>	<b>\$90.49</b>	<b>\$88.39</b>			<b>\$36.00</b>	<b>\$214.88</b>	
<b>TOTAL OPERATING EXPENSES</b>		<b>5.19 HR</b>	<b>\$155.79</b>	<b>\$124.09</b>	<b>\$32.58</b>	<b>\$5.11</b>	<b>\$77.82</b>	<b>\$395.38</b>	
<b>NET OPERATING PROFIT</b>								<b>\$674.62</b>	
INTEREST ON OPERATING CAPITAL		( \$36.39 @ 7.00% )						\$2.55	
INTEREST ON EQUIPMENT INVESTMENT								\$31.31	
<b>RETURN TO LAND AND RISK</b>								<b>\$640.76</b>	

BUDGET SUMMARY

GROSS RETURN		\$1,070.00	
VARIABLE OPERATING EXPENSES	\$193.48		
RETURN OVER VARIABLE EXPENSES		\$876.52	(GROSS MARGIN)
FIXED EXPENSES	\$77.82		
NET FARM INCOME		\$798.71	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$124.09		
NET OPERATING PROFIT		\$674.62	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$33.86		
RETURN TO LAND AND RISK		\$640.76	

TABLE 7. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2012.  
Planting Dates: May 15 - July 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL	
<b>PURCHASED INPUTS</b>										
GRASS SEED	\$2.98	15 LBS		\$44.70					\$44.70	
CANAL WATER		18 AC. IN.		\$5.00					\$5.00	
SUBTOTAL				\$49.70					\$49.70	
<b>PREHARVEST OPERATIONS</b>										
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL		
PLOW	93 HP	0.67 HR		\$5.03	\$15.50	\$4.17	\$12.25	\$36.95		
DISC (2X)	93 HP	0.14 HR		\$1.05	\$3.24	\$0.81	\$4.69	\$9.79		
FLOAT	93 HP	0.24 HR		\$1.80	\$5.55	\$0.50	\$1.96	\$9.81		
DRILL	65 HP	0.21 HR		\$1.58	\$3.88	\$0.49	\$10.61	\$16.56		
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.71	\$0.10	\$2.94	\$4.13		
IRRIGATE (3X)		1.50 HR		\$11.25					\$11.25	
SUBTOTAL		2.81 HR		\$21.08	\$28.89	\$6.08	\$32.46	\$88.50		
<b>OVERHEAD EXPENSES</b>										
DOWNTIME		0.33 HR		\$2.46					\$2.46	
EMPLOYEE BENEFITS				\$3.79					\$3.79	
INSURANCE			\$0.42					\$0.42		
LAND TAXES								\$36.00	\$36.00	
SUPERVISION AND MANAGEMENT				\$11.83					\$11.83	
SUBTOTAL		0.33 HR	\$0.42	\$18.08					\$36.00	\$54.50
<b>TOTAL OPERATING EXPENSES</b>		3.14 HR	\$50.12	\$39.15	\$28.89	\$6.08	\$68.46	\$192.70		

TABLE 8. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2012.  
Harvesting Dates: September 30 - June 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
PASTURE	\$12.00	6.00 AUMS	\$72.00
TOTAL			\$72.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
LIVESTOCK FAC & EQUIP ESTABLISHMENT: Principal		20 YEARS		\$3.00	\$3.00
: Interest				\$9.64	\$9.64
CANAL WATER		30 AC. IN.	\$5.00	\$5.52	\$5.52
				\$5.00	\$5.00
SUBTOTAL			\$5.00	\$18.15	\$23.15

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (5X)		2.50 HR		\$18.75				\$18.75
SUBTOTAL		2.50 HR		\$18.75				\$18.75

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.00 HR		\$0.00				\$0.00
EMPLOYEE BENEFITS			\$3.38				\$3.38
INSURANCE			\$0.38				\$0.38
LAND TAXES						\$36.00	\$36.00
SUPERVISION AND MANAGEMENT			\$7.54				\$7.54
OTHER EXPENSES			\$89.78				\$89.78
SUBTOTAL	0.00 HR		\$90.15	\$10.92		\$36.00	\$137.07

TOTAL OPERATING EXPENSES	2.50 HR	\$95.15	\$29.67	\$0.00	\$0.00	\$54.15	\$178.97
NET OPERATING PROFIT							(\$106.97)
INTEREST ON OPERATING CAPITAL	( \$2.50 @	7.00%	)				\$0.18
INTEREST ON EQUIPMENT INVESTMENT							\$0.00
RETURN TO LAND AND RISK							(\$107.14)

BUDGET SUMMARY			
GROSS RETURN		\$72.00	
VARIABLE OPERATING EXPENSES	\$95.15		
RETURN OVER VARIABLE EXPENSES		(\$23.15)	(GROSS MARGIN)
FIXED EXPENSES	\$54.15		
NET FARM INCOME		(\$77.30)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$29.67		
NET OPERATING PROFIT		(\$106.97)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$0.18		
RETURN TO LAND AND RISK		(\$107.14)	

TABLE 9. Wheat for grain, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2012.  
 Planting Dates: August 1 - September 30  
 Harvesting Dates: July 1 - August 15

ITEM	PRICE	YIELD						TOTAL	
<b>GROSS RETURNS</b>									
GRAIN	\$6.50	65.00 BUSHELS						\$422.50	
GRAZING	\$11.00	2.00 AUMS						\$22.00	
STRAW	\$2.00	50.00 BALE						\$100.00	
<b>TOTAL</b>							<b>\$544.50</b>		
<b>PURCHASED INPUTS</b>									
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$0.50	80 LBS	\$40.00					\$40.00	
BALING WIRE	\$0.84	14 LBS	\$12.00					\$12.00	
CANAL WATER		24 ACRE IN.	\$5.00					\$5.00	
								\$0.00	
<b>SUBTOTAL</b>			<b>\$57.00</b>					<b>\$57.00</b>	
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
PLOW	93 HP	0.67 HR		\$5.03	\$15.50	\$4.17	\$12.25	\$36.95	
DISC (2X)	93 HP	0.28 HR		\$2.10	\$6.48	\$1.62	\$9.39	\$19.59	
FLOAT (2X)	93 HP	0.48 HR		\$3.60	\$11.11	\$1.00	\$3.92	\$19.63	
DRILL	65 HP	0.21 HR		\$1.58	\$3.88	\$0.49	\$10.61	\$16.56	
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.71	\$0.10	\$2.94	\$4.13	
IRRIGATE (4X)		2.00 HR		\$15.00				\$15.00	
<b>SUBTOTAL</b>	<b>3.69 HR</b>			<b>\$27.68</b>	<b>\$37.68</b>	<b>\$7.39</b>	<b>\$39.11</b>	<b>\$111.86</b>	
<b>HARVEST OPERATIONS</b>									
COMBINE (CUSTOM)			\$16.57					\$16.57	
HAUL (CUSTOM)			\$12.35					\$12.35	
BALER, 2-WIRE	65 HP	0.21 HR		\$1.58	\$3.88	\$0.30	\$1.51	\$7.27	
BALE WAGON	93 HP	0.20 HR		\$1.50	\$4.63	\$1.13	\$4.86	\$12.12	
<b>SUBTOTAL</b>	<b>0.41 HR</b>		<b>\$28.92</b>	<b>\$3.08</b>	<b>\$8.51</b>	<b>\$1.44</b>	<b>\$6.37</b>	<b>\$48.31</b>	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.53 HR		\$3.94				\$3.94	
EMPLOYEE BENEFITS				\$5.54				\$5.54	
INSURANCE			\$0.62					\$0.62	
LAND TAXES							\$36.00	\$36.00	
SUPERVISION AND MANAGEMENT				\$41.17				\$41.17	
OTHER EXPENSES			\$89.78					\$89.78	
<b>SUBTOTAL</b>	<b>0.53 HR</b>		<b>\$90.39</b>	<b>\$50.64</b>				<b>\$36.00</b>	<b>\$177.03</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>4.63 HR</b>		<b>\$176.31</b>	<b>\$81.39</b>	<b>\$46.19</b>	<b>\$8.83</b>	<b>\$81.48</b>	<b>\$394.20</b>	
<b>NET OPERATING PROFIT</b>								<b>\$150.30</b>	
INTEREST ON OPERATING CAPITAL		( \$43.01 @	7.00%	)				\$3.01	
INTEREST ON EQUIPMENT INVESTMENT								\$28.52	
<b>RETURN TO LAND AND RISK</b>								<b>\$118.77</b>	

BUDGET SUMMARY

GROSS RETURN		\$544.50	
VARIABLE OPERATING EXPENSES	\$231.33		
RETURN OVER VARIABLE EXPENSES	\$313.17		(GROSS MARGIN)
FIXED EXPENSES	\$81.48		
NET FARM INCOME	\$231.69		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$81.39		
NET OPERATING PROFIT	\$150.30		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$31.53		
RETURN TO LAND AND RISK		\$118.77	

TABLE 10. Sweet corn, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2012.  
 Planting Dates: May 5 - May 25  
 Harvest Dates: August 15 - September 20

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN	\$2.00	700.00 DOZEN	\$1,400.00
<b>TOTAL</b>			<b>\$1,400.00</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$57.00	13 LBS	\$712.50		\$712.50
NITROGEN (N)	\$0.89	120 LBS	\$106.80		\$106.80
PHOSPHATE (P2O5)	\$0.75	45 LBS	\$33.75		\$33.75
HERBICIDE	\$19.28	1 ACRE	\$19.28		\$19.28
INSECTICIDE	\$13.18	2 X/ACRE	\$26.36		\$26.36
CANAL WATER		30 AC. IN.	\$5.00		\$5.00
<b>SUBTOTAL</b>			<b>\$903.69</b>		<b>\$903.69</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	93 HP	0.14 HR		\$1.05	\$3.24	\$0.81	\$4.69	\$9.79
PLOW	93 HP	0.67 HR		\$5.03	\$15.50	\$4.17	\$12.25	\$36.95
SPRAY	65 HP	0.15 HR		\$1.13	\$2.77	\$0.29	\$8.73	\$12.92
FERT SPREADER	93 HP	0.05 HR		\$0.38	\$1.16	\$0.15	\$1.84	\$3.52
DISC	93 HP	0.14 HR		\$1.05	\$3.24	\$0.81	\$4.69	\$9.79
FLOAT	93 HP	0.24 HR		\$1.80	\$5.55	\$0.50	\$1.96	\$9.81
LISTER	65 HP	0.18 HR		\$1.35	\$3.33	\$0.59	\$29.08	\$34.34
PRE-IRRIGATE		0.75 HR		\$5.63				\$5.63
HAND PLANT		5.00 HR		\$37.50				\$37.50
SPRAY (2X)	65 HP	0.30 HR		\$2.25	\$5.54	\$0.59	\$17.47	\$25.84
CULTIVATOR (2X)	65 HP	0.42 HR		\$3.15	\$7.76	\$3.15	\$90.29	\$104.35
IRRIGATE (4X)		2.00 HR		\$15.00				\$15.00
<b>SUBTOTAL</b>		<b>10.04 HR</b>		<b>\$75.30</b>	<b>\$48.09</b>	<b>\$11.06</b>	<b>\$171.00</b>	<b>\$305.46</b>

HARVEST OPERATIONS								
HAND PICK		25.00 HR		\$187.50				\$187.50
HAUL	3/4 TON	6.25 HR		\$46.88	\$149.63	\$5.00	\$520.94	\$722.44
<b>SUBTOTAL</b>		<b>31.25 HR</b>		<b>\$234.38</b>	<b>\$149.63</b>	<b>\$5.00</b>	<b>\$520.94</b>	<b>\$909.94</b>

OVERHEAD EXPENSES								
DOWNTIME		3.26 HR		\$24.47				\$24.47
EMPLOYEE BENEFITS				\$55.74				\$55.74
INSURANCE			\$6.19					\$6.19
LAND TAXES						\$36.00		\$36.00
SUPERVISION AND MANAGEMENT				\$107.28				\$107.28
OTHER EXPENSES			\$89.78					\$89.78
<b>SUBTOTAL</b>		<b>3.26 HR</b>		<b>\$95.97</b>	<b>\$187.49</b>		<b>\$36.00</b>	<b>\$319.46</b>

TOTAL OPERATING EXPENSES		13.30 HR		\$999.66	\$497.16	\$197.72	\$16.06	\$727.94	\$2,438.55
NET OPERATING PROFIT									(\$1,038.55)
INTEREST ON OPERATING CAPITAL	(	\$479.52	@	7.00%	)				\$33.57
INTEREST ON EQUIPMENT INVESTMENT									\$266.35
<b>RETURN TO LAND AND RISK</b>									<b>(\$1,338.47)</b>

BUDGET SUMMARY	
GROSS RETURN	\$1,400.00
VARIABLE OPERATING EXPENSES	\$1,213.44
RETURN OVER VARIABLE EXPENSES	\$186.56 (GROSS MARGIN)
FIXED EXPENSES	\$727.94
NET FARM INCOME	(\$541.39) (RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$497.16
NET OPERATING PROFIT	(\$1,038.55) (RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$299.92
<b>RETURN TO LAND AND RISK</b>	<b>(\$1,338.47)</b>



TABLE 11. Summary of per acre costs and returns, 300 acre farm with above average management, Cibola County, Projected 2012.

	ALFALFA ESTABLISHMEN T	ALFALFA HAY	PERMANENT PASTURE ESTABLISHMEN	PERMANENT PASTURE	WHEAT FOR GRAIN	SWEET CORN
	TONS	TONS		AUMS	BU	DOZ
PRIMARY YIELD	3.50	4.00		6.00	65.00	700.00
PRIMARY PRICE	\$225.00	\$265.00		\$12.00	\$6.50	\$2.00
GOVERNMENT PAYMENTS	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00
SECOND INCOME	\$0.00	\$10.00		\$0.00	\$122.00	\$0.00
GROSS RETURN	\$787.50	\$1,070.00		\$72.00	\$544.50	\$1,400.00
CASH OPERATING EXPENSES						
SEED	\$155.50		\$44.70		\$40.00	\$712.50
FERTILIZER		\$30.00				\$140.55
CHEMICALS		\$1.50				\$45.64
CROP INSURANCE					\$0.00	
OTHER PURCHASED INPUTS		\$28.80			\$12.00	
CANAL WATER	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$41.89	\$32.58	\$28.89	\$0.00	\$46.19	\$197.72
FUEL-IRRIGATION						
REPAIRS	\$8.49	\$5.11	\$6.08	\$0.00	\$8.83	\$16.06
CUSTOM CHARGES					\$28.92	
LAND TAXES	\$36.00	\$36.00	\$36.00	\$36.00	\$36.00	\$36.00
OTHER EXPENSES	\$90.30	\$90.49	\$0.42	\$90.15	\$90.39	\$95.97
TOTAL CASH EXPENSES	\$337.18	\$229.48	\$121.09	\$131.15	\$267.33	\$1,249.44
RETURN OVER CASH EXPENSES	\$450.32	\$840.52	(\$121.09)	(\$59.15)	\$277.17	\$150.56
FIXED EXPENSES	\$49.80	\$41.82	\$32.46	\$18.15	\$45.48	\$691.94
TOTAL EXPENSES	\$386.98	\$271.29	\$153.55	\$149.30	\$312.81	\$1,941.39
NET FARM INCOME	\$400.52	\$798.71	(\$153.55)	(\$77.30)	\$231.69	(\$541.39)
LABOR AND MANAGEMENT COSTS	\$60.72	\$124.09	\$39.15	\$29.67	\$81.39	\$497.16
NET OPERATING PROFIT	\$339.80	\$674.62	(\$192.70)	(\$106.97)	\$150.30	(\$1,038.55)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL	\$6.37	\$2.55		\$0.18	\$3.01	\$33.57
INTEREST ON EQUIPMENT INVESTMENT	\$30.86	\$31.31		\$0.00	\$28.52	\$266.35
TOTAL CAPITAL COSTS	\$37.23	\$33.86	\$0.00	\$0.18	\$31.53	\$299.92
RETURN TO LAND AND RISK	\$302.57	\$640.76	(\$192.70)	(\$107.14)	\$118.77	(\$1,338.47)

TABLE 12. Whole farm summary, Cibola County,  
Projected 2012.

GROSS RETURNS		
ALFALFA HAY	200 ACRES	
CROP		\$212,000
GRAZING		\$2,000
PASTURE	40 ACRES	
GRAZING		\$2,880
WHEAT FOR GRAIN	20 ACRES	
CROP		\$8,450
GRAZING		\$440
STRAW		\$2,000
SWEET CORN	8 ACRES	
CROP		\$11,200
GROSS RETURN		<u>\$238,970</u>
CASH OPERATING EXPENSES		
SEED		\$10,477
FERTILIZER		\$7,124
CHEMICALS		\$665
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$5,999
CANAL WATER		\$1,475
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$10,127
FUEL-IRRIGATION		\$0
REPAIRS		\$1,550
CUSTOM CHARGES		\$578
LAND TAXES		\$10,620
OTHER EXPENSES		\$26,539
TOTAL CASH EXPENSES		<u>\$75,155</u>
RETURN OVER CASH EXPENSES		\$163,815
FIXED EXPENSES		\$16,459
TOTAL EXPENSES		\$91,614
NET FARM INCOME		\$147,356
LABOR AND MANAGEMENT COSTS		\$33,205
NET OPERATING PROFIT		\$114,151
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$1,004
INTEREST ON EQUIPMENT INVESTMENT		\$9,736
TOTAL CAPITAL COSTS		<u>\$10,740</u>
RETURN TO LAND AND RISK		<u><u>\$103,411</u></u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	\$94,411	28.40%
\$2,000 /ACRE	\$85,411	16.26%
\$3,000 /ACRE	\$76,411	11.39%
\$4,000 /ACRE	\$67,411	8.77%
\$5,000 /ACRE	\$58,411	7.13%

\* 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)