

TABLE 1. Acreage Summary, Cibola County,
Projected 2014

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 2014

Item		
Labor Wage Rate:		
Equipment operators	\$/hour	\$7.50
General & Irrigators	\$/hour	\$7.50
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.50
Phosphate (P205)	\$/pound	\$0.40
Seed:		
Alfalfa	\$/pound	\$6.00
Oat Hay	\$/pound	\$0.86
Sweet Corn	\$/pound	\$62.00
Wheat	\$/pound	\$0.45
Pasture	\$/pound	\$3.12
Baling wire	\$/box	\$1.32
Gopher control	\$/acre	\$1.50
Canal water	\$/acre	\$5.00
Energy:		
Diesel fuel	\$/gallon	\$4.05
Gasoline	\$/gallon	\$3.50
Electricity	cents/KwHr	12.65
Employee Liability Insurance	\$/(\$1,000 wages)	\$20.00
Employee Benefits	percent/wages	18.00%
Labor Downtime	percent	25.00%
Financial Rates:		
Operating Capital Interest Rate	percent	5.50%
Land Interest Rate	percent	5.00%
Equipment Interest Rate	percent	5.50%
Real Interest Rate	percent	3.00%
Land Taxes	\$/acre (full value)	\$36.00
Personal Property Tax Rate - NR	\$/(\$1,000 (Assessed Value)	\$30.42
- R		\$26.57
Supervision Factors		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equipment & General	\$/labor hour	\$0.50
Management Rate	percent	7.00%

TABLE 3. Overhead cost information for Cibola County,
Projected 2014

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

TABLE 5. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2014
Planting Dates: May 15 - July 1

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
OAT HAY	\$195.00	3.50 TONS (STACKED)						\$682.50
TOTAL								\$682.50
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
ALFALFA SEED	\$6.00	20 LBS	\$120.00					\$120.00
OAT SEED	\$0.86	30 LBS	\$25.80					\$25.80
CANAL WATER		18 AC. IN.	\$5.00					\$5.00
SUBTOTAL			\$150.80					\$150.80
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	93 HP	0.67 HR		\$5.03	\$14.28	\$3.42	\$10.43	\$33.15
DISC (2X)	93 HP	0.28 HR		\$2.10	\$5.97	\$1.31	\$8.68	\$18.05
FLOAT	93 HP	0.24 HR		\$1.80	\$5.12	\$0.23	\$1.28	\$8.42
DRILL	65 HP	0.21 HR		\$1.58	\$3.57	\$0.49	\$10.72	\$16.36
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.65	\$0.10	\$2.99	\$4.12
IRRIGATE (3X)		1.50 HR		\$11.25				\$11.25
SUBTOTAL		2.95 HR		\$22.13	\$29.59	\$5.55	\$34.10	\$91.37
HARVEST OPERATIONS								
SWATHER	16 FT	0.11 HR		\$0.83	\$1.67	\$0.16	\$6.38	\$9.03
BALER, 2-WIRE	65 HP	0.21 HR		\$1.58	\$3.57	\$0.30	\$1.54	\$7.00
BALEWAGON	93 HP	0.20 HR		\$1.50	\$4.26	\$0.91	\$4.35	\$11.02
SUBTOTAL		0.52 HR		\$3.90	\$9.50	\$1.37	\$12.27	\$27.05
HARVEST OPERATIONS								
DOWNTIME		1.26 HR		\$9.41				\$9.41
EMPLOYEE BENEFITS				\$4.68				\$4.68
INSURANCE			\$0.52					\$0.52
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$19.44				\$19.44
OTHER EXPENSES			\$89.78					\$89.78
SUBTOTAL		1.26 HR	\$90.30	\$33.53			\$36.00	\$159.83
TOTAL OPERATING EXPENSES		4.73 HR	\$241.10	\$59.56	\$39.10	\$6.92	\$82.37	\$429.05
NET OPERATING PROFIT								\$253.45
INTEREST ON OPERATING CAPITAL		(\$85.09	@	5.50%)		\$4.68
INTEREST ON EQUIPMENT INVESTMENT								\$20.81
RETURN TO LAND AND RISK								\$227.96

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2014
Harvesting Dates: June 15 - September 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$245.00	4.00 TONS (STACKED)						\$980.00
GRAZING	\$10.00	1.00 ACRE						\$10.00
TOTAL								\$990.00
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
PHOSPHATE (P2O5)	\$0.40	40 LBS	\$16.00					\$16.00
WIRE	\$1.32	34 LBS	\$45.25					\$45.25
GOPHER CONTROL	\$1.50	1 ACRE	\$1.50					\$1.50
ESTABLISHMENT: Principal		8 YEARS						\$0.00
: Interest								\$0.00
CANAL WATER		42 AC. IN.	\$5.00					\$5.00
SUBTOTAL			\$67.75				\$0.00	\$67.75
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERT SPREADER	93 HP	0.05 HR		\$0.38	\$1.07	\$0.09	\$1.71	\$3.25
GOPHER CONTROL	40 HP	0.15 HR		\$1.13	\$1.96	\$0.16	\$2.11	\$5.36
IRRIGATE (6X)		3.00 HR		\$22.50				\$22.50
SUBTOTAL		3.20 HR		\$24.00	\$3.03	\$0.25	\$3.83	\$31.11
HARVEST OPERATIONS								
SWATHER (3X)	16 FT	0.33 HR		\$2.48	\$5.00	\$0.48	\$19.14	\$27.10
BALER (3X)	65 HP	0.63 HR		\$4.73	\$10.72	\$0.91	\$4.63	\$20.99
BALEWAGON (3X)	93 HP	0.60 HR		\$4.50	\$12.79	\$2.73	\$13.04	\$33.06
SUBTOTAL		1.56 HR		\$11.70	\$28.51	\$4.12	\$36.81	\$81.14
OVERHEAD EXPENSES								
DOWNTIME		0.43 HR		\$3.21				\$3.21
EMPLOYEE BENEFITS				\$6.43				\$6.43
INSURANCE			\$0.71					\$0.71
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$73.16				\$73.16
OTHER EXPENSES			\$89.78					\$89.78
SUBTOTAL		0.43 HR	\$90.49	\$82.79			\$36.00	\$209.28
TOTAL OPERATING EXPENSES		5.19 HR	\$158.24	\$118.49	\$31.54	\$4.37	\$76.64	\$389.28
NET OPERATING PROFIT								\$600.72
INTEREST ON OPERATING CAPITAL		(\$37.41 @ 5.50%)						\$2.06
INTEREST ON EQUIPMENT INVESTMENT								\$23.00
RETURN TO LAND AND RISK								\$575.66
BUDGET SUMMARY								
GROSS RETURN			\$990.00					
VARIABLE OPERATING EXPENSES	\$194.16							
RETURN OVER VARIABLE EXPENSES		\$795.84	(GROSS MARGIN)					
FIXED EXPENSES	\$76.64							
NET FARM INCOME		\$719.20	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$118.49							
NET OPERATING PROFIT		\$600.72	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$25.06							
RETURN TO LAND AND RISK		\$575.66						

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 2014
Planting Dates: May 15 - July 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL	
PURCHASED INPUTS										
GRASS SEED	\$3.12	15 LBS		\$46.80					\$46.80	
CANAL WATER		18 AC. IN.		\$5.00					\$5.00	
SUBTOTAL				\$51.80					\$51.80	
PREHARVEST OPERATIONS										
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL		
PLOW	93 HP	0.67 HR		\$5.03	\$14.28	\$3.42	\$10.43	\$33.15		
DISC (2X)	93 HP	0.14 HR		\$1.05	\$2.98	\$0.65	\$4.34	\$9.03		
FLOAT	93 HP	0.24 HR		\$1.80	\$5.12	\$0.23	\$1.28	\$8.42		
DRILL	65 HP	0.21 HR		\$1.58	\$3.57	\$0.49	\$10.72	\$16.36		
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.65	\$0.10	\$2.99	\$4.12		
IRRIGATE (3X)		1.50 HR		\$11.25					\$11.25	
SUBTOTAL		2.81 HR		\$21.08	\$26.61	\$4.89	\$29.76	\$82.34		
OVERHEAD EXPENSES										
DOWNTIME		0.33 HR		\$2.46					\$2.46	
EMPLOYEE BENEFITS				\$3.79					\$3.79	
INSURANCE			\$0.42					\$0.42		
LAND TAXES								\$36.00	\$36.00	
SUPERVISION AND MANAGEMENT				\$11.54					\$11.54	
SUBTOTAL		0.33 HR	\$0.42	\$17.79					\$36.00	\$54.22
TOTAL OPERATING EXPENSES		3.14 HR	\$52.22	\$38.87	\$26.61	\$4.89	\$65.76	\$188.36		

TABLE 8. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2014
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				\$9.42	\$9.42
CANAL WATER		30 AC. IN.	\$5.00	\$4.13	\$4.13
				\$5.00	\$5.00
SUBTOTAL			\$5.00	\$16.55	\$21.55

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	\$52.55	\$177.37
NET OPERATING PROFIT							(\$105.37)
INTEREST ON OPERATING CAPITAL	(\$2.50	@	5.50%)		\$0.14
INTEREST ON EQUIPMENT INVESTMENT							\$0.00
RETURN TO LAND AND RISK							(\$105.50)

BUDGET SUMMARY			
GROSS RETURN		\$72.00	
VARIABLE OPERATING EXPENSES	\$95.15		
RETURN OVER VARIABLE EXPENSES		(\$23.15)	(GROSS MARGIN)
FIXED EXPENSES	\$52.55		
NET FARM INCOME		(\$75.70)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$29.67		
NET OPERATING PROFIT		(\$105.37)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$0.14		
RETURN TO LAND AND RISK		(\$105.50)	

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 2014
 Planting Dates: August 1 - September 30
 Harvesting Dates: July 1 - August 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
GRAIN	\$7.00	65.00 BUSHELS						\$455.00
GRAZING	\$11.00	2.00 AUMS						\$22.00
STRAW	\$2.00	50.00 BALE						\$100.00
TOTAL							\$577.00	
PURCHASED INPUTS								
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$0.45	80 LBS	\$36.00					\$36.00
BALING WIRE	\$1.32	14 LBS	\$18.85					\$18.85
CANAL WATER		24 ACRE IN.	\$5.00					\$5.00
SUBTOTAL							\$59.85	
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	93 HP	0.67 HR		\$5.03	\$14.28	\$3.42	\$10.43	\$33.15
DISC (2X)	93 HP	0.28 HR		\$2.10	\$5.97	\$1.31	\$8.68	\$18.05
FLOAT (2X)	93 HP	0.48 HR		\$3.60	\$10.23	\$0.46	\$2.55	\$16.84
DRILL	65 HP	0.21 HR		\$1.58	\$3.57	\$0.49	\$10.72	\$16.36
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.65	\$0.10	\$2.99	\$4.12
IRRIGATE (4X)		2.00 HR		\$15.00				\$15.00
SUBTOTAL		3.69 HR		\$27.68	\$34.71	\$5.78	\$35.38	\$103.54
HARVEST OPERATIONS								
COMBINE (CUSTOM)			\$16.57					\$16.57
HAUL (CUSTOM)			\$12.35					\$12.35
BALER, 2-WIRE	65 HP	0.21 HR		\$1.58	\$3.57	\$0.30	\$1.54	\$7.00
BALE WAGON	93 HP	0.20 HR		\$1.50	\$4.26	\$0.91	\$4.35	\$11.02
SUBTOTAL		0.41 HR	\$28.92	\$3.08	\$7.84	\$1.21	\$5.89	\$46.94
OVERHEAD EXPENSES								
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				\$43.44				\$43.44
OTHER EXPENSES			\$89.78					\$89.78
SUBTOTAL		0.53 HR	\$90.39	\$52.91			\$36.00	\$179.31
TOTAL OPERATING EXPENSES		4.63 HR	\$179.17	\$83.66	\$42.54	\$6.99	\$77.27	\$389.63
NET OPERATING PROFIT								\$187.37
INTEREST ON OPERATING CAPITAL		(\$43.21	@	5.50%)		\$2.38
INTEREST ON EQUIPMENT INVESTMENT								\$18.38
RETURN TO LAND AND RISK							\$166.61	

BUDGET SUMMARY

GROSS RETURN		\$577.00	
VARIABLE OPERATING EXPENSES	\$228.70		
RETURN OVER VARIABLE EXPENSES	\$348.30		(GROSS MARGIN)
FIXED EXPENSES	\$77.27		
NET FARM INCOME	\$271.03		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$83.66		
NET OPERATING PROFIT	\$187.37		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$20.76		
RETURN TO LAND AND RISK		\$166.61	

TABLE 10. Sweet corn, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2014
 Planting Dates: May 5 - May 25
 Harvest Dates: August 15 - September 20

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
CORN	\$2.00	700.00 DOZEN						\$1,400.00	
TOTAL								\$1,400.00	
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST	TOTAL		
SEED	\$62.00	13 LBS	\$775.00				\$775.00		
NITROGEN (N)	\$0.50	120 LBS	\$60.00				\$60.00		
PHOSPHATE (P2O5)	\$0.40	45 LBS	\$18.00				\$18.00		
HERBICIDE	\$19.28	1 ACRE	\$19.28				\$19.28		
INSECTICIDE	\$13.18	2 X/ACRE	\$26.36				\$26.36		
CANAL WATER		30 AC. IN.	\$5.00				\$5.00		
SUBTOTAL			\$903.64				\$903.64		
PREHARVEST OPERATIONS		POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	93 HP	0.14 HR			\$1.05	\$2.98	\$0.65	\$4.34	\$9.03
PLOW	93 HP	0.67 HR			\$5.03	\$14.28	\$3.42	\$10.43	\$33.15
SPRAY	65 HP	0.15 HR			\$1.13	\$2.55	\$0.29	\$8.85	\$12.82
FERT SPREADER	93 HP	0.05 HR			\$0.38	\$1.07	\$0.09	\$1.71	\$3.25
DISC	93 HP	0.14 HR			\$1.05	\$2.98	\$0.65	\$4.34	\$9.03
FLOAT	93 HP	0.24 HR			\$1.80	\$5.12	\$0.23	\$1.28	\$8.42
LISTER	65 HP	0.18 HR			\$1.35	\$3.06	\$0.59	\$29.45	\$34.46
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	\$5.11	\$0.59	\$17.71	\$25.65
CULTIVATOR (2X)	65 HP	0.42 HR			\$3.15	\$7.15	\$3.15	\$91.44	\$104.89
IRRIGATE (4X)		2.00 HR			\$15.00				\$15.00
SUBTOTAL		10.04 HR			\$75.30	\$44.30	\$9.66	\$169.56	\$298.81
HARVEST OPERATIONS									
HAND PICK		25.00 HR			\$187.50				\$187.50
HAUL	3/4 TON	6.25 HR			\$46.88	\$137.81	\$5.50	\$577.89	\$768.07
SUBTOTAL		31.25 HR			\$234.38	\$137.81	\$5.50	\$577.89	\$955.57
OVERHEAD EXPENSES									
DOWNTIME		3.26 HR			\$24.47				\$24.47
EMPLOYEE BENEFITS					\$55.74				\$55.74
INSURANCE				\$6.19					\$6.19
LAND TAXES							\$36.00		\$36.00
SUPERVISION AND MANAGEMENT					\$107.28				\$107.28
OTHER EXPENSES				\$89.78					\$89.78
SUBTOTAL		3.26 HR			\$95.97	\$187.49		\$36.00	\$319.46
TOTAL OPERATING EXPENSES		13.30 HR			\$999.61	\$497.16	\$182.11	\$15.16	\$783.44
NET OPERATING PROFIT									(\$1,077.48)
INTEREST ON OPERATING CAPITAL		(\$477.25 @ 5.50%)							\$26.25
INTEREST ON EQUIPMENT INVESTMENT									\$219.96
RETURN TO LAND AND RISK									(\$1,323.69)
BUDGET SUMMARY									
GROSS RETURN			\$1,400.00						
VARIABLE OPERATING EXPENSES	\$1,196.88								
RETURN OVER VARIABLE EXPENSES		\$203.12	(GROSS MARGIN)						
FIXED EXPENSES	\$783.44								
NET FARM INCOME		(\$580.32)	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$497.16								
NET OPERATING PROFIT		(\$1,077.48)	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$246.21								
RETURN TO LAND AND RISK		(\$1,323.69)							

TABLE 11. Summary of per acre costs and returns, 300 acre farm with above average management, Cibola County, Projected 2014

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PERMANENT PASTURE ESTABLISHMENT	PERMANENT PASTURE	WHEAT FOR GRAIN	SWEET CORN
	TONS	TONS		AUMS	BU	DOZ
PRIMARY YIELD	3.50	4.00		6.00	65.00	700.00
PRIMARY PRICE	\$195.00	\$245.00		\$12.00	\$7.00	\$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	\$682.50	\$990.00		\$72.00	\$577.00	\$1,400.00
CASH OPERATING EXPENSES						
SEED	\$145.80		\$46.80		\$36.00	\$775.00
FERTILIZER		\$16.00				\$78.00
CHEMICALS		\$1.50				\$45.64
CROP INSURANCE					\$0.00	
OTHER PURCHASED INPUTS		\$45.25			\$18.85	
CANAL WATER	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$39.10	\$31.54	\$26.61	\$0.00	\$42.54	\$182.11
FUEL-IRRIGATION						
REPAIRS	\$6.92	\$4.37	\$4.89	\$0.00	\$6.99	\$15.16
CUSTOM CHARGES					\$28.92	
LAND TAXES	\$36.00	\$36.00	\$36.00	\$36.00	\$36.00	\$36.00
OTHER EXPENSES	\$90.30	\$90.49	\$0.42	\$90.15	\$90.39	\$95.97
TOTAL CASH EXPENSES	\$323.11	\$230.16	\$119.72	\$131.15	\$264.70	\$1,232.88
RETURN OVER CASH EXPENSES	\$359.39	\$759.84	(\$119.72)	(\$59.15)	\$312.30	\$167.12
FIXED EXPENSES	\$46.37	\$40.64	\$29.76	\$16.55	\$41.27	\$747.44
TOTAL EXPENSES	\$369.49	\$270.80	\$149.49	\$147.70	\$305.97	\$1,980.32
NET FARM INCOME	\$313.01	\$719.20	(\$149.49)	(\$75.70)	\$271.03	(\$580.32)
LABOR AND MANAGEMENT COSTS	\$59.56	\$118.49	\$38.87	\$29.67	\$83.66	\$497.16
NET OPERATING PROFIT	\$253.45	\$600.72	(\$188.36)	(\$105.37)	\$187.37	(\$1,077.48)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL	\$4.68	\$2.06		\$0.14	\$2.38	\$26.25
INTEREST ON EQUIPMENT INVESTMENT	\$20.81	\$23.00		\$0.00	\$18.38	\$219.96
TOTAL CAPITAL COSTS	\$25.49	\$25.06	\$0.00	\$0.14	\$20.76	\$246.21
RETURN TO LAND AND RISK	\$227.96	\$575.66	(\$188.36)	(\$105.50)	\$166.61	(\$1,323.69)

TABLE 12. Whole farm summary, Cibola County,
Projected 2014

GROSS RETURNS		
ALFALFA HAY	200 ACRES	
CROP		\$196,000
GRAZING		\$2,000
PASTURE	40 ACRES	
GRAZING		\$2,880
WHEAT FOR GRAIN	20 ACRES	
CROP		\$9,100
GRAZING		\$440
STRAW		\$2,000
SWEET CORN	8 ACRES	
CROP		\$11,200
GROSS RETURN		<u>\$223,620</u>
CASH OPERATING EXPENSES		
SEED		\$10,659
FERTILIZER		\$3,824
CHEMICALS		\$665
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$9,427
CANAL WATER		\$1,475
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$9,647
FUEL-IRRIGATION		\$0
REPAIRS		\$1,318
CUSTOM CHARGES		\$578
LAND TAXES		\$10,620
OTHER EXPENSES		\$26,539
TOTAL CASH EXPENSES		<u>\$74,752</u>
RETURN OVER CASH EXPENSES		\$148,868
FIXED EXPENSES		\$16,437
TOTAL EXPENSES		\$91,189
NET FARM INCOME		\$132,431
LABOR AND MANAGEMENT COSTS		\$32,101
NET OPERATING PROFIT		\$100,330
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$792
INTEREST ON EQUIPMENT INVESTMENT		\$7,247
TOTAL CAPITAL COSTS		<u>\$8,039</u>
RETURN TO LAND AND RISK		<u><u>\$92,291</u></u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	\$83,291	24.82%
\$2,000 /ACRE	\$74,291	14.25%
\$3,000 /ACRE	\$65,291	9.99%
\$4,000 /ACRE	\$56,291	7.69%
\$5,000 /ACRE	\$47,291	6.25%

* 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)