

MICROCOMPUTER CROP COST AND RETURN GENERATOR

BUDGET AREA..... DONA ANA COUNTY, Projected 2011.  
FARM SIZE..... 500.00 Acres  
IRRIGATION TYPE..... FLOOD  
NUMBER OF CROPS..... 12

VERSION 1.0

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TABLE 1. Acreage Summary, Dona Ana & Sierra Counties,  
Projected 2011.

BUDGET AREA..... DONA ANA AND SIERRA COUNTIES			
FARM SIZE..... 500 ACRES			
IRRIGATION TYPE..... FLOOD			
NUMBER OF CROPS.. 12			
ACREAGE SUMMARY:	WATER USE		
	LAND USE (ACRES)	AC. IN. PER ACRE	TOTAL AC. IN.
ALFALFA ESTABLISHMENT *	40.00	12	480
ALFALFA	160.00	60	9,600
PIMA COTTON	17.00	33	561
ARP	0.00		
FLEX IN UPLAND COTTON	3.00	33	99
UPLAND COTTON	119.00	33	3,927
ARP	0.00		
FLEX IN PIMA COTTON	21.00	33	693
GRAIN SORGHUM	17.00	24	408
ARP	0.00		
FLEX IN UPLAND COTTON	3.00	33	99
SPRING LETTUCE	10.00	30	300
FALL LETTUCE *	50.00	40	2,000
WHEAT	17.00	36	612
ARP	0.00		
FLEX IN UPLAND COTTON	3.00	33	99
FALL ONIONS	20.00	56	1,120
MIDSEASON YELLOW ONIONS	20.00	48	960
SWEET SPANISH ONIONS	20.00	56	1,120
GREEN CHILE	15.00	55	825
RED CHILE	15.00	60	900
ROADS, DITCHES, HOMESTEAD	40.00		
<b>TOTAL</b>	<b>500.00</b>		<b>23,803</b>
<b>ACRE FEET PER ACRE OF WATER RIGHTS</b>			<b>3.97</b>

\* DOUBLE-CROPPED

TABLE 2. Basic cost information for Dona Ana and Sierra Counties,  
Projected 2011.

Item			
<b>Labor Wage Rate:</b>			
Equipment operators		\$/hour	\$7.25
General & Irrigators		\$/hour	\$7.25
<b>Purchased Inputs:</b>			
Nitrogen (N)		\$/pound	\$0.71
Phosphate (P205)		\$/pound	\$0.65
Canal water		\$/acre	\$75.00
Additional Water (over 2 acft)		\$/ac ft	\$16.00
Baling Wire		\$/lb	\$0.61
<b>Energy:</b>			
Butane		\$/MCF	\$2.45
Diesel fuel		\$/gallon	\$2.95
Gasoline		\$/gallon	\$3.05
Electricity (El Paso Elec)		cents/KwHr	0.00
Natural gas (Rio Grande)		\$/MCF	\$3.86
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		\$900.00 /acre (full value)	\$9.11
Personal Property Tax Rate	- NR - R	\$/1,000 (Assessed Value)	\$30.36 \$26.07
<b>Supervision Factors</b>			
Field Crop-Irrigation		\$/labor hour	\$1.00
Field Crop-Equipment & General		\$/labor hour	\$0.50
Vegetable Crop-Irrigation		\$/labor hour	\$2.90
Vegetable Crop-Equip. & General		\$/labor hour	\$1.00
<b>Management Rate</b>			
Field Crops		percent/GR	7.00%
Vegetable Crops		percent/TOE	10.00%

TABLE 3. Overhead cost information for Dona Ana and Sierra Counties,  
Projected 2011.

Item			
Electricity (Domestic & Shop)		\$290.40 per month	\$3,485
Telephone		\$211.75 per month	\$2,541
Accounting & Legal			\$3,200
Misc. Supplies & Hand Tools			\$4,090
Pickup and Auto			
miles	24,200	@ \$0.500 per mile	\$12,100
Insurance			
- general liability (non-employee)			\$1,803
- fire/theft			\$2,716
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$0
Fixed Costs - Pump			\$3,915
Building repairs and maintenance			\$1,367
Dues, fees, publications			\$411
Farmstead Equipment			\$175
<b>Total</b>			<b>\$35,805</b>
<b>Total Per Planted Acre</b>			<b>\$81.61</b>

Item	Quantity	Unit	Price	Total
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Item	Quantity	Unit	Price	Total
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Item	Quantity	Unit	Price	Total
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Item	Quantity	Unit	Price	Total
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Item	Quantity	Unit	Price	Total
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Item	Quantity	Unit	Price	Total
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Item	Quantity	Unit	Price	Total
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Item	Quantity	Unit	Price	Total
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Item	Quantity	Unit	Price	Total
...	...	...	...	...

Income Statement		Balance Sheet	
Year	Amount	Year	Amount
2018	100	2018	100
2019	100	2019	100
2020	100	2020	100
2021	100	2021	100
2022	100	2022	100
2023	100	2023	100
2024	100	2024	100
2025	100	2025	100
2026	100	2026	100
2027	100	2027	100
2028	100	2028	100
2029	100	2029	100
2030	100	2030	100
2031	100	2031	100
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2035	100	2035	100
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2039	100	2039	100
2040	100	2040	100
2041	100	2041	100
2042	100	2042	100
2043	100	2043	100
2044	100	2044	100
2045	100	2045	100
2046	100	2046	100
2047	100	2047	100
2048	100	2048	100
2049	100	2049	100
2050	100	2050	100
2051	100	2051	100
2052	100	2052	100
2053	100	2053	100
2054	100	2054	100
2055	100	2055	100
2056	100	2056	100
2057	100	2057	100
2058	100	2058	100
2059	100	2059	100
2060	100	2060	100
2061	100	2061	100
2062	100	2062	100
2063	100	2063	100
2064	100	2064	100
2065	100	2065	100
2066	100	2066	100
2067	100	2067	100
2068	100	2068	100
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2070	100	2070	100
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2072	100	2072	100
2073	100	2073	100
2074	100	2074	100
2075	100	2075	100
2076	100	2076	100
2077	100	2077	100
2078	100	2078	100
2079	100	2079	100
2080	100	2080	100
2081	100	2081	100
2082	100	2082	100
2083	100	2083	100
2084	100	2084	100
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2087	100	2087	100
2088	100	2088	100
2089	100	2089	100
2090	100	2090	100
2091	100	2091	100
2092	100	2092	100
2093	100	2093	100
2094	100	2094	100
2095	100	2095	100
2096	100	2096	100
2097	100	2097	100
2098	100	2098	100
2099	100	2099	100
2100	100	2100	100

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 2011.  
Planting Dates: August 1 - October 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS		TOTAL			
<b>PURCHASED INPUTS</b>								
SEED	\$3.30	25.00 LBS		\$82.50	\$82.50			
PHOSPHATE (P2O5)	\$0.65	90.00 LBS		\$58.50	\$58.50			
HERBICIDE	\$26.84	1.00 X/ACRE		\$26.84	\$26.84			
PUMP WATER*		6 AC. IN.						
CANAL WATER		6.00 AC. IN.						
SUBTOTAL				\$167.84	\$167.84			
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.02	\$4.28	\$1.33	\$2.37	\$8.99
CHISEL	185 HP	0.20 HR		\$1.45	\$6.11	\$1.57	\$3.55	\$12.68
PLOW	185 HP	0.38 HR		\$2.76	\$11.61	\$4.60	\$7.65	\$26.62
DISC (2X)	185 HP	0.28 HR		\$2.03	\$8.56	\$2.66	\$4.73	\$17.98
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24
DISC & SPRAY	140 HP	0.17 HR		\$1.23	\$5.19	\$1.80	\$3.54	\$11.77
BORDER DISC	40 HP	0.05 HR		\$0.36	\$0.57	\$0.10	\$1.94	\$2.97
DRILL	140 HP	0.21 HR		\$1.52	\$5.01	\$1.14	\$10.07	\$17.73
IRRIGATE (2X)		1.50 HR		\$10.88	\$0.05	\$0.00	\$8.15	\$19.08
SUBTOTAL		2.98 HR	\$73.33	\$21.61	\$42.57	\$13.41	\$42.47	\$193.40
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		1.17 HR		\$8.50				\$8.50
EMPLOYEE BENEFITS				\$3.89				\$3.89
INSURANCE			\$0.43					\$0.43
SUPERVISION AND MANAGEMENT				\$27.53				\$27.53
SUBTOTAL		1.17 HR	\$0.43	\$39.92				\$40.35
<b>TOTAL OPERATING EXPENSES</b>		<b>4.15 HR</b>	<b>\$241.60</b>	<b>\$61.52</b>	<b>\$42.57</b>	<b>\$13.41</b>	<b>\$42.47</b>	<b>\$401.59</b>

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 2011.  
Harvest Dates: June 1 - October 1

ITEM	PRICE	YIELD						TOTAL	
<b>GROSS RETURNS</b>									
ALFALFA HAY	\$165.00	8.00 TONS (STACKED)						\$1,320.00	
<b>TOTAL</b>								<b>\$1,320.00</b>	
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
NITROGEN (N)	\$0.71	35 LBS	\$24.85					\$24.85	
PHOSPHATE (P2O5)	\$0.65	90 LBS	\$58.50					\$58.50	
INSECTICIDE (CUSTOM)	\$14.40	1 X/ACRE	\$14.40					\$14.40	
WIRE	\$0.61	69 LBS	\$41.82					\$41.82	
ESTABLISHMENT: Principal		4 YEARS					\$100.40	\$100.40	
: Interest							\$16.24	\$16.24	
PUMP WATER*		0 AC. IN.							
CANAL WATER		60 AC. IN.	\$123.00					\$123.00	
<b>SUBTOTAL</b>			<b>\$262.57</b>				<b>\$116.64</b>	<b>\$379.21</b>	
<b>PREHARVEST OPERATIONS</b>									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
SPRAYER	140 HP	0.11 HR		\$0.80	\$2.62	\$0.60	\$1.46	\$5.48	
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24	
IRRIGATE (10X)		5.00 HR		\$36.25	\$0.00	\$0.00	\$0.00	\$36.25	
<b>SUBTOTAL</b>		<b>5.16 HR</b>		<b>\$37.41</b>	<b>\$3.81</b>	<b>\$0.81</b>	<b>\$1.93</b>	<b>\$43.97</b>	
<b>HARVEST OPERATIONS</b>									
SWATHER (5X)	14 FT	0.55 HR		\$3.99	\$6.07	\$0.80	\$24.92	\$35.78	
BALER, PTO (5X)	140 HP	1.05 HR		\$7.61	\$25.03	\$4.73	\$12.46	\$49.82	
BALELOADER (CUSTOM)	0		\$60.80					\$60.80	
<b>SUBTOTAL</b>		<b>1.60 HR</b>	<b>\$60.80</b>	<b>\$11.60</b>	<b>\$31.10</b>	<b>\$5.53</b>	<b>\$37.37</b>	<b>\$146.40</b>	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.43 HR		\$3.10				\$3.10	
EMPLOYEE BENEFITS				\$8.82				\$8.82	
INSURANCE			\$0.98					\$0.98	
LAND TAXES							\$9.11	\$9.11	
SUPERVISION AND MANAGEMENT				\$98.28				\$98.28	
OTHER EXPENSES			\$81.61					\$81.61	
<b>SUBTOTAL</b>		<b>0.43 HR</b>	<b>\$82.59</b>	<b>\$110.20</b>				<b>\$9.11</b>	<b>\$201.90</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>7.03 HR</b>	<b>\$405.96</b>	<b>\$159.21</b>	<b>\$34.91</b>	<b>\$6.34</b>	<b>\$165.05</b>	<b>\$771.48</b>	
<b>NET OPERATING PROFIT</b>								<b>\$548.52</b>	
INTEREST ON OPERATING CAPITAL		(	\$135.50	@	7.00%	)			
INTEREST ON EQUIPMENT INVESTMENT								\$9.48	
								\$23.25	
<b>RETURN TO LAND AND RISK</b>								<b>\$515.79</b>	

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

BUDGET SUMMARY

GROSS RETURN		\$1,320.00	
VARIABLE OPERATING EXPENSES	\$447.22		
RETURN OVER VARIABLE EXPENSES	\$872.78	(GROSS MARGIN)	
FIXED EXPENSES	\$165.05		
NET FARM INCOME	\$707.73	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$159.21		
NET OPERATING PROFIT	\$548.52	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$32.73		
RETURN TO LAND AND RISK		\$515.79	

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 2011.  
 Planting Dates: April 15 - April 30  
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD	TOTAL
<b>GROSS RETURNS</b>			
LINT	\$1.00	750.00 LBS	\$750.00
SEED	\$0.07	1,200.00 LBS	\$84.00
DIRECT PAYMENT	\$0.00	750.00 LBS	\$0.00
<b>TOTAL</b>			<b>\$834.00</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.22	25 LBS	\$30.50		\$30.50
NITROGEN (N)	\$0.71	120 LBS	\$85.20		\$85.20
PHOSPHATE (P2O5)	\$0.65	50 LBS	\$32.50		\$32.50
HERBICIDE	\$33.37	1 X/ACRE	\$33.37		\$33.37
CROP INSURANCE	\$2.94		\$2.94		\$2.94
PUMP WATER*		0 AC. IN.			
CANAL WATER		33 AC. IN.	\$87.00		\$87.00
<b>SUBTOTAL</b>			<b>\$271.51</b>		<b>\$271.51</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.02	\$4.28	\$1.33	\$2.37	\$8.99
CHISEL	140 HP	0.20 HR		\$1.45	\$6.11	\$1.57	\$3.55	\$12.68
PLOW	140 HP	0.38 HR		\$2.76	\$11.61	\$4.60	\$7.65	\$26.62
DISC	140 HP	0.14 HR		\$1.02	\$4.28	\$1.33	\$2.37	\$8.99
DISC & SPRAY	140 HP	0.15 HR		\$1.09	\$4.58	\$1.59	\$3.13	\$10.39
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24
LISTER	140 HP	0.18 HR		\$1.31	\$5.50	\$1.40	\$3.34	\$11.54
PRE-IRRIGATE		0.75 HR		\$5.44	\$0.00	\$0.00	\$0.00	\$5.44
HARROW	40 HP	0.32 HR		\$2.32	\$3.65	\$0.35	\$0.42	\$6.74
ROLLING CULT	40 HP	0.21 HR		\$1.52	\$2.40	\$0.75	\$0.52	\$5.19
PLANTER	140 HP	0.26 HR		\$1.89	\$6.20	\$1.56	\$6.33	\$15.97
HARROW	40 HP	0.32 HR		\$2.32	\$3.65	\$0.35	\$0.42	\$6.74
ROLLING CULT (3X)	140 HP	0.63 HR		\$4.57	\$15.02	\$4.30	\$6.80	\$30.69
ROTO BUCK (2X)	40 HP	0.03 HR		\$0.22	\$0.34	\$0.03	\$0.21	\$0.80
ROPEWICK	40 HP	0.10 HR		\$0.73	\$1.14	\$0.11	\$0.23	\$2.21
IRRIGATE (4X)		2.00 HR		\$14.50	\$0.00	\$0.00	\$0.00	\$14.50
<b>SUBTOTAL</b>		<b>5.86 HR</b>		<b>\$42.49</b>	<b>\$69.95</b>	<b>\$19.48</b>	<b>\$37.80</b>	<b>\$169.71</b>

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COTTON PICKER (2X)	2-ROW	1.24 HR		\$8.99	\$22.12	\$8.87	\$38.63	\$78.61
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$7.25	\$0.00	\$0.73	\$26.29	\$34.27
GIN COTTON (CUSTOM)			\$116.03					\$116.03
<b>SUBTOTAL</b>		<b>2.24 HR</b>	<b>\$116.03</b>	<b>\$16.24</b>	<b>\$22.12</b>	<b>\$9.60</b>	<b>\$64.92</b>	<b>\$228.91</b>

POSTHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	40 HP	0.29 HR		\$2.10	\$3.31	\$0.37	\$1.08	\$6.86

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	1.41 HR		\$10.22				\$10.22
EMPLOYEE BENEFITS			\$7.65				\$7.65
INSURANCE		\$1.22					\$1.22
LAND TAXES						\$9.11	\$9.11
SUPERVISION AND MANAGEMENT			\$63.95				\$63.95
OTHER EXPENSES		\$81.61					\$81.61
<b>SUBTOTAL</b>	<b>1.41 HR</b>	<b>\$82.83</b>	<b>\$81.82</b>			<b>\$9.11</b>	<b>\$173.75</b>

<b>TOTAL OPERATING EXPENSES</b>	<b>9.80 HR</b>	<b>\$470.36</b>	<b>\$142.65</b>	<b>\$95.38</b>	<b>\$29.44</b>	<b>\$112.91</b>	<b>\$850.75</b>
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<b>NET OPERATING PROFIT</b>							<b>-\$16.75</b>
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INTEREST ON OPERATING CAPITAL	(	\$241.17	@	7.00%	)		\$16.88
INTEREST ON EQUIPMENT INVESTMENT							\$45.79

<b>RETURN TO LAND AND RISK</b>							<b>(\$79.42)</b>
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\*Pump water costs are shown under irrigation in the preharvest operation section.  
 BUDGET SUMMARY

GROSS RETURN		\$834.00	
VARIABLE OPERATING EXPENSES	\$595.18		
RETURN OVER VARIABLE EXPENSES	\$238.82	(GROSS MARGIN)	
FIXED EXPENSES	\$112.91		
NET FARM INCOME	\$125.90	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$142.65		
NET OPERATING PROFIT	(\$16.75)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$62.68		
RETURN TO LAND AND RISK		(\$79.42)	

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 2011.  
 Planting Dates: April 15 - April 30  
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD	BASE						TOTAL	
<b>GROSS RETURNS</b>										
LINT	\$0.85	1,000 LBS							\$850.00	
SEED	\$0.07	1,600 LBS							\$112.00	
DIRECT PAYMENT	\$0.0000	1,000 LBS	0.85						\$0.00	
COUNTER CYCLICAL PAYMENT	\$0.1373	1,230 LBS	0.85						\$143.55	
<b>TOTAL</b>									<b>\$1,105.55</b>	
<b>PURCHASED INPUTS</b>										
	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL	
SEED	\$2.15	25 LBS	\$53.75						\$53.75	
NITROGEN (N)	\$0.71	120 LBS	\$85.20						\$85.20	
PHOSPHATE (P2O5)	\$0.65	50 LBS	\$32.50						\$32.50	
HERBICIDE	\$33.37	1 X/ACRE	\$33.37						\$33.37	
INSECTICIDE	\$64.72	1 X/ACRE	\$64.72						\$64.72	
CROP INSURANCE	\$0.34		\$0.34						\$0.34	
PUMP WATER*		0 AC. IN.								
CANAL WATER		33 AC. IN.	\$87.00						\$87.00	
<b>SUBTOTAL</b>			<b>\$356.87</b>						<b>\$356.87</b>	
<b>PREHARVEST OPERATIONS</b>										
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL		
DISC	140 HP	0.14 HR		\$1.02	\$4.28	\$1.33	\$2.37	\$8.99		
CHISEL	140 HP	0.20 HR		\$1.45	\$6.11	\$1.57	\$3.55	\$12.68		
PLOW	140 HP	0.38 HR		\$2.76	\$11.61	\$4.60	\$7.65	\$26.62		
DISC	140 HP	0.14 HR		\$1.02	\$4.28	\$1.33	\$2.37	\$8.99		
DISC & SPRAY	140 HP	0.17 HR		\$1.23	\$5.19	\$1.80	\$3.54	\$11.77		
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24		
LISTER	140 HP	0.18 HR		\$1.31	\$5.50	\$1.40	\$3.34	\$11.54		
PRE-IRRIGATE		0.75 HR		\$5.44	\$0.00	\$0.00	\$0.00	\$5.44		
HARROW	40 HP	0.32 HR		\$2.32	\$3.65	\$0.35	\$0.42	\$6.74		
ROLLING CULT	40 HP	0.21 HR		\$1.52	\$2.40	\$0.75	\$0.52	\$5.19		
PLANTER	140 HP	0.26 HR		\$1.89	\$6.20	\$1.56	\$6.33	\$15.97		
HARROW	40 HP	0.32 HR		\$2.32	\$3.65	\$0.35	\$0.42	\$6.74		
ROLLING CULT (3X)	140 HP	0.63 HR		\$4.57	\$15.02	\$4.30	\$6.80	\$30.69		
ROTO BUCK (2X)	40 HP	0.03 HR		\$0.22	\$0.34	\$0.03	\$0.21	\$0.80		
ROPEWICK	40 HP	0.10 HR		\$0.73	\$1.14	\$0.11	\$0.23	\$2.21		
IRRIGATE (4X)		2.00 HR		\$14.50	\$0.00	\$0.00	\$0.00	\$14.50		
<b>SUBTOTAL</b>			<b>5.88 HR</b>	<b>\$42.63</b>	<b>\$70.56</b>	<b>\$19.69</b>	<b>\$38.22</b>	<b>\$171.10</b>		
<b>HARVEST OPERATIONS</b>										
COTTON PICKER (2X)	2-ROW	1.24 HR		\$8.99	\$22.12	\$8.87	\$38.63	\$78.61		
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$7.25	\$0.00	\$0.73	\$26.29	\$34.27		
GIN COTTON (CUSTOM)				\$128.30				\$128.30		
<b>SUBTOTAL</b>			<b>2.24 HR</b>	<b>\$128.30</b>	<b>\$16.24</b>	<b>\$22.12</b>	<b>\$9.60</b>	<b>\$64.92</b>	<b>\$241.18</b>	
<b>POSTHARVEST OPERATIONS</b>										
SHREDDER	40 HP	0.29 HR		\$2.10	\$3.31	\$0.37	\$1.08	\$6.86		
<b>OVERHEAD EXPENSES</b>										
DOWNTIME		1.42 HR		\$10.26				\$10.26		
EMPLOYEE BENEFITS				\$10.98				\$10.98		
INSURANCE			\$1.22					\$1.22		
LAND TAXES							\$9.11	\$9.11		
SUPERVISION AND MANAGEMENT				\$82.97				\$82.97		
OTHER EXPENSES			\$81.61					\$81.61		
<b>SUBTOTAL</b>			<b>1.42 HR</b>	<b>\$82.83</b>	<b>\$104.20</b>		<b>\$9.11</b>	<b>\$196.14</b>		
<b>TOTAL OPERATING EXPENSES</b>			<b>9.83 HR</b>	<b>\$568.00</b>	<b>\$165.17</b>	<b>\$95.99</b>	<b>\$29.66</b>	<b>\$113.33</b>	<b>\$972.15</b>	
<b>NET OPERATING PROFIT</b>									<b>\$133.39</b>	
INTEREST ON OPERATING CAPITAL		(	\$215.25	@	7.00%	)			\$15.07	
INTEREST ON EQUIPMENT INVESTMENT									\$46.00	
<b>RETURN TO LAND AND RISK</b>									<b>\$72.33</b>	
<b>BUDGET SUMMARY</b>										
GROSS RETURN		\$1,105.55								
VARIABLE OPERATING EXPENSES	\$693.65									
RETURN OVER VARIABLE EXPENSES	\$411.90	(GROSS MARGIN)								
FIXED EXPENSES	\$113.33									
NET FARM INCOME	\$298.57	(RETURN TO CAPITAL, LABOR, LAND & RISK)								
LABOR AND MANAGEMENT COST	\$165.17									
NET OPERATING PROFIT	\$133.39	(RETURN TO CAPITAL, LAND & RISK)								
CAPITAL COSTS	\$61.07									
RETURN TO LAND AND RISK	\$72.33									

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



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 2011.  
 Planting Dates: July 1 - July 15  
 Harvest Dates: September 1 - October 30

ITEM	PRICE	YIELD						TOTAL
<b>GROSS RETURNS</b>								
GRAIN SORGHUM	\$8.63	40.00 CWT						\$345.00
DIRECT PAYMENT	\$0.00	40.00 CWT						\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT						\$0.00
<b>TOTAL</b>								<b>\$345.00</b>
<b>PURCHASED INPUTS</b>								
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$1.78	10 LBS	\$17.80					\$17.80
HERBICIDE	\$22.23	1 X/ACRE	\$22.23					\$22.23
INSECTICIDE	\$33.37	1 X/ACRE	\$33.37					\$33.37
PUMP WATER*		0 AC. IN.						
CANAL WATER		24 AC. IN.	\$75.00					\$75.00
CROP INSURANCE	\$2.94		\$2.94					\$2.94
<b>SUBTOTAL</b>			<b>\$151.34</b>					<b>\$151.34</b>
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.02	\$3.34	\$1.13	\$1.61	\$7.10
CHISEL	140 HP	0.20 HR		\$1.45	\$4.77	\$1.28	\$2.47	\$9.97
DISC & SPRAY	140 HP	0.17 HR		\$1.23	\$4.05	\$1.56	\$2.63	\$9.47
LISTER	140 HP	0.18 HR		\$1.31	\$4.29	\$1.14	\$2.37	\$9.11
PLANTER	140 HP	0.26 HR		\$1.89	\$6.20	\$1.56	\$6.33	\$15.97
ROTO BUCK (3X)	40 HP	0.05 HR		\$0.33	\$0.51	\$0.05	\$0.31	\$1.20
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.05	\$4.79	\$1.49	\$1.05	\$10.38
IRRIGATE (4X)		2.00 HR		\$14.50	\$0.00	\$0.00	\$0.00	\$14.50
<b>SUBTOTAL</b>		<b>3.42 HR</b>		<b>\$24.76</b>	<b>\$27.95</b>	<b>\$8.21</b>	<b>\$16.78</b>	<b>\$77.69</b>
<b>HARVEST OPERATIONS</b>								
COMBINE (CUSTOM)				\$9.60				\$9.60
HAUL (CUSTOM)				\$7.20				\$7.20
<b>SUBTOTAL</b>		<b>0.00 HR</b>		<b>\$16.80</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$16.80</b>
<b>POSTHARVEST OPERATIONS</b>								
SHREDDER	40 HP	0.29 HR		\$2.10	\$3.31	\$0.37	\$1.08	\$6.86
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.43 HR		\$3.09				\$3.09
EMPLOYEE BENEFITS				\$4.84				\$4.84
INSURANCE			\$0.54					\$0.54
LAND TAXES							\$9.11	\$9.11
SUPERVISION AND MANAGEMENT				\$18.89				\$18.89
OTHER EXPENSES			\$81.61					\$81.61
<b>SUBTOTAL</b>		<b>0.43 HR</b>		<b>\$82.15</b>	<b>\$26.81</b>		<b>\$9.11</b>	<b>\$118.06</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>4.13 HR</b>		<b>\$250.29</b>	<b>\$53.67</b>	<b>\$31.26</b>	<b>\$8.58</b>	<b>\$26.97</b>
<b>NET OPERATING PROFIT</b>								<b>(\$25.77)</b>
INTEREST ON OPERATING CAPITAL		( \$87.03 @	7.00%	)				\$6.09
INTEREST ON EQUIPMENT INVESTMENT								\$10.49
<b>RETURN TO LAND AND RISK</b>								<b>(\$42.35)</b>

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

**BUDGET SUMMARY**

GROSS RETURN		\$345.00	
VARIABLE OPERATING EXPENSES	\$290.12		
RETURN OVER VARIABLE EXPENSES		\$54.88	(GROSS MARGIN)
FIXED EXPENSES	\$26.97		
NET FARM INCOME		\$27.91	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$53.67		
NET OPERATING PROFIT		(\$25.77)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$16.58		
RETURN TO LAND AND RISK		(\$42.35)	

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 2011.  
 Planting Dates: January 1 - February 1  
 Harvest Dates: May 1 - May 31

ITEM	PRICE	YIELD						TOTAL	
<b>GROSS RETURNS</b>									
SPRING LETTUCE	\$5.91	475 CARTONS						\$2,807.25	
<b>TOTAL</b>							<b>\$2,807.25</b>		
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$135.00	4 LBS	\$540.00					\$540.00	
NITROGEN (N)	\$0.71	250 LBS	\$177.50					\$177.50	
PHOSPHATE (P205)	\$0.65	175 LBS	\$113.75					\$113.75	
INSECTICIDE	\$37.03	3 X/ACRE	\$111.09					\$111.09	
PUMP WATER*		16 AC. IN.							
CANAL WATER		14 AC. IN.	\$75.00					\$75.00	
<b>SUBTOTAL</b>			<b>\$1,017.34</b>					<b>\$1,017.34</b>	
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$1.02	\$3.34	\$1.13	\$1.61	\$7.10	
CHISEL	140 HP	0.20 HR		\$1.45	\$4.77	\$1.28	\$2.47	\$9.97	
PLOW	140 HP	0.38 HR		\$2.76	\$9.06	\$4.06	\$5.60	\$21.47	
DISC (2X)	140 HP	0.28 HR		\$2.03	\$6.67	\$2.26	\$3.23	\$14.19	
LASER PLANE (CUSTOM)			\$73.33					\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24	
DISC	140 HP	0.14 HR		\$1.02	\$3.34	\$1.13	\$1.61	\$7.10	
LISTER	140 HP	0.18 HR		\$1.31	\$4.29	\$1.14	\$2.37	\$9.11	
PRE-IRRIGATE		0.75 HR		\$5.44	\$0.02	\$0.00	\$2.42	\$7.87	
ROLLING CULT	40 HP	0.21 HR		\$1.52	\$2.40	\$0.75	\$0.52	\$5.19	
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.89	\$6.20	\$1.32	\$4.53	\$13.93	
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.79	\$15.73	\$4.71	\$7.69	\$32.91	
ROLLING CULT (3X)	40 HP	0.21 HR		\$1.52	\$2.40	\$0.75	\$0.52	\$5.19	
THIN & HOE (CUSTOM)			\$120.00					\$120.00	
DUSTER (CUSTOM)			\$5.00					\$5.00	
ROTO BUCK (8X)	40 HP	0.12 HR		\$0.87	\$1.37	\$0.13	\$0.84	\$3.21	
IRRIGATE (8X)		4.00 HR		\$29.00	\$0.13	\$0.00	\$19.33	\$48.46	
<b>SUBTOTAL</b>			<b>7.58 HR</b>	<b>\$198.33</b>	<b>\$54.96</b>	<b>\$60.89</b>	<b>\$18.87</b>	<b>\$53.22</b>	<b>\$386.26</b>
<b>HARVEST OPERATIONS</b>									
HARVEST (CUSTOM)			\$878.75					\$878.75	
CARTONS (CUSTOM)			\$403.75					\$403.75	
HAUL (CUSTOM)			\$142.50					\$142.50	
BROKERAGE (CUSTOM)			\$259.67					\$259.67	
<b>SUBTOTAL</b>			<b>0.00 HR</b>	<b>\$1,684.67</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$1,684.67</b>	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.71 HR		\$5.13				\$5.13	
EMPLOYEE BENEFITS				\$9.89				\$9.89	
INSURANCE			\$1.10					\$1.10	
LAND TAXES							\$9.11	\$9.11	
SUPERVISION AND MANAGEMENT				\$167.65				\$167.65	
OTHER EXPENSES			\$81.61					\$81.61	
<b>SUBTOTAL</b>			<b>0.71 HR</b>	<b>\$82.71</b>	<b>\$182.67</b>		<b>\$9.11</b>	<b>\$274.49</b>	
<b>TOTAL OPERATING EXPENSES</b>			<b>8.29 HR</b>	<b>\$2,983.05</b>	<b>\$237.63</b>	<b>\$60.89</b>	<b>\$18.87</b>	<b>\$62.33</b>	<b>\$3,362.76</b>
<b>NET OPERATING PROFIT</b>							<b>(\$555.51)</b>		
INTEREST ON OPERATING CAPITAL			( \$718.58 @	7.00%	)		\$50.30		
INTEREST ON EQUIPMENT INVESTMENT							\$35.52		
<b>RETURN TO LAND AND RISK</b>							<b>(\$641.32)</b>		

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

**BUDGET SUMMARY**

GROSS RETURN		\$2,807.25	
VARIABLE OPERATING EXPENSES	\$3,062.80		
RETURN OVER VARIABLE EXPENSES	(\$255.55)	(GROSS MARGIN)	
FIXED EXPENSES	\$62.33		
NET FARM INCOME	(\$317.88)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$237.63		
NET OPERATING PROFIT	(\$555.51)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$85.82		
RETURN TO LAND AND RISK		(\$641.32)	

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 2011.  
 Planting Dates: August 1 - August 15  
 Harvest Dates: October 15 - November 10

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
FALL LETTUCE	\$5.78	500 CARTONS	\$2,890.00
TOTAL			\$2,890.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.10	4 LBS	\$4.40		\$4.40
NITROGEN (N)	\$0.71	250 LBS	\$177.50		\$177.50
PHOSPHATE (P205)	\$0.65	150 LBS	\$97.50		\$97.50
HERBICIDE	\$18.55	1 X/ACRE	\$18.55		\$18.55
INSECTICIDE	\$231.73	1 X/ACRE	\$231.73		\$231.73
PUMP WATER*		0 AC. IN.			
CANAL WATER		40 AC. IN.	\$46.67		\$46.67
SUBTOTAL			\$576.35		\$576.35

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.02	\$3.34	\$1.13	\$1.61	\$7.10
CHISEL	140 HP	0.20 HR		\$1.45	\$4.77	\$1.28	\$2.47	\$9.97
PLOW	140 HP	0.38 HR		\$2.76	\$9.06	\$4.06	\$5.60	\$21.47
DISC (2X)	140 HP	0.28 HR		\$2.03	\$6.67	\$2.26	\$3.23	\$14.19
LASER PLANE (CUSTOM)			\$72.50					\$72.50
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24
DISC & SPRAY	140 HP	0.17 HR		\$1.23	\$4.05	\$1.56	\$2.63	\$9.47
LISTER	140 HP	0.18 HR		\$1.31	\$4.29	\$1.14	\$2.37	\$9.11
PRE-IRRIGATE		0.75 HR		\$5.44	\$0.00	\$0.00	\$0.00	\$5.44
ROLLING CULT	40 HP	0.21 HR		\$1.52	\$2.40	\$0.75	\$0.52	\$5.19
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.89	\$6.20	\$1.32	\$4.53	\$13.93
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.79	\$15.73	\$4.71	\$7.69	\$32.91
ROLLING CULT (3X)	40 HP	0.63 HR		\$4.57	\$7.19	\$2.24	\$1.57	\$15.57
THIN & HOE (CUSTOM)			\$160.00					\$160.00
DUSTER (CUSTOM)			\$15.00					\$15.00
ROTO BUCK (8X)	40 HP	0.12 HR		\$0.87	\$1.37	\$0.13	\$0.84	\$3.21
IRRIGATE (8X)		4.00 HR		\$29.00	\$0.00	\$0.00	\$0.00	\$29.00
SUBTOTAL		8.03 HR	\$247.50	\$58.22	\$66.25	\$20.79	\$33.54	\$426.29

HARVEST OPERATIONS				
HARVEST (CUSTOM)			\$925.00	\$925.00
CARTONS (CUSTOM)			\$425.00	\$425.00
HAUL (CUSTOM)			\$150.00	\$150.00
BROKERAGE (CUSTOM)			\$267.33	\$267.33
SUBTOTAL			\$1,767.33	\$1,767.33

OVERHEAD EXPENSES				
DOWNTIME		0.82 HR	\$5.95	\$5.95
EMPLOYEE BENEFITS			\$10.48	\$10.48
INSURANCE			\$1.16	\$1.16
LAND TAXES				\$9.11
SUPERVISION AND MANAGEMENT			\$70.51	\$70.51
OTHER EXPENSES			\$81.61	\$81.61
SUBTOTAL		0.82 HR	\$82.77	\$86.94

TOTAL OPERATING EXPENSES		8.85 HR	\$2,673.94	\$145.16	\$66.25	\$20.79	\$42.65	\$2,948.78
NET OPERATING PROFIT								(\$58.78)
INTEREST ON OPERATING CAPITAL	(	\$519.08	@	7.00%	)			\$36.34
INTEREST ON EQUIPMENT INVESTMENT								\$19.96
RETURN TO LAND AND RISK								(\$115.08)

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

BUDGET SUMMARY

GROSS RETURN		\$2,890.00	
VARIABLE OPERATING EXPENSES	\$2,760.98		
RETURN OVER VARIABLE EXPENSES	\$129.02	(GROSS MARGIN)	
FIXED EXPENSES	\$42.65		
NET FARM INCOME	\$86.37	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$145.16		
NET OPERATING PROFIT	(\$58.78)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$56.29		
RETURN TO LAND AND RISK	(\$115.08)		

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 2011.  
Planting Dates: January 1 - January 15  
Harvest Dates: July 1 - July 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN SILAGE	\$36.00	30.00 TONS	\$1,080.00
TOTAL			\$1,080.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$2.71	22 LBS	\$59.54		\$59.54
NITROGEN (N)	\$0.71	300 LBS	\$213.00		\$213.00
PHOSPHATE (P205)	\$0.65	0 LBS	\$0.00		\$0.00
ROUNDUP	\$15.00	2 X/ACRE	\$30.00		\$30.00
PUMP WATER*		6 AC. IN.			
CANAL WATER		30 AC. IN.	\$83.00		\$83.00
CROP INSURANCE	\$2.94		\$2.94		\$2.94
SUBTOTAL			\$388.48		\$388.48

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.02	\$3.34	\$1.13	\$1.61	\$7.10
CHISEL	140 HP	0.20 HR		\$1.45	\$4.77	\$1.28	\$2.47	\$9.97
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24
DISC	140 HP	0.17 HR		\$1.23	\$4.05	\$1.56	\$2.63	\$9.47
BORDER DISC	40 HP	0.05 HR		\$0.36	\$0.57	\$0.10	\$1.94	\$2.97
DRILL	140 HP	0.21 HR		\$1.52	\$5.01	\$1.14	\$10.07	\$17.73
IRRIGATE (4X)		2.00 HR		\$14.50	\$0.05	\$0.00	\$8.15	\$22.71
SUBTOTAL		2.82 HR		\$20.45	\$18.98	\$5.42	\$27.35	\$72.19

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

POSTHARVEST OPERATIONS

OVERHEAD EXPENSES								
DOWNTIME		0.21 HR		\$1.49				\$1.49
EMPLOYEE BENEFITS				\$3.68				\$3.68
INSURANCE			\$0.41					\$0.41
LAND TAXES							\$9.11	\$9.11
SUPERVISION AND MANAGEMENT				\$78.01				\$78.01
OTHER EXPENSES			\$81.61					\$81.61
SUBTOTAL		0.21 HR	\$82.02	\$83.18			\$9.11	\$174.30

TOTAL OPERATING EXPENSES		3.03 HR	\$480.50	\$103.62	\$18.98	\$5.42	\$36.46	\$644.97
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NET OPERATING PROFIT								\$435.03
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INTEREST ON OPERATING CAPITAL	(	\$201.17	@	7.00%	)			\$14.08
INTEREST ON EQUIPMENT INVESTMENT								\$16.63

RETURN TO LAND AND RISK								\$404.31
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\*Pump water costs are shown under irrigation in the preharvest operation section.

BUDGET SUMMARY

GROSS RETURN		\$1,080.00		
VARIABLE OPERATING EXPENSES	\$504.89			
RETURN OVER VARIABLE EXPENSES		\$575.11	(GROSS MARGIN)	
FIXED EXPENSES	\$36.46			
NET FARM INCOME		\$538.65	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$103.62			
NET OPERATING PROFIT		\$435.03	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$30.71			
RETURN TO LAND AND RISK		\$404.31		

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 2011.  
Planting Dates: October 1 - October 15  
Harvesting Dates: June 1 - July 15

K03-09-05

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
FALL ONIONS	\$6.81	1,200.00 SACKS	\$8,172.00
TOTAL			\$8,172.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$70.00	6 LBS	\$420.00		\$420.00
NITROGEN (N)	\$0.71	600 LBS	\$426.00		\$426.00
PHOSPHATE (P2O5)	\$0.65	250 LBS	\$162.50		\$162.50
HERBICIDE	\$22.23	2 X/ACRE	\$44.47		\$44.47
INSECTICIDE	\$75.83	2 X/ACRE	\$151.65		\$151.65
PUMP WATER*		6 AC. IN.			
CANAL WATER		50 AC. IN.	\$109.67		\$109.67
SUBTOTAL			\$1,314.29		\$1,314.29

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.02	\$3.34	\$1.13	\$1.61	\$7.10
CHISEL	140 HP	0.20 HR		\$1.45	\$4.77	\$1.28	\$2.47	\$9.97
PLOW	140 HP	0.38 HR		\$2.76	\$9.06	\$4.06	\$5.60	\$21.47
DISC (2X)	140 HP	0.28 HR		\$2.03	\$6.67	\$2.26	\$3.23	\$14.19
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24
DISC & SPRAY	140 HP	0.17 HR		\$1.23	\$4.05	\$1.56	\$2.63	\$9.47
LISTER	140 HP	0.18 HR		\$1.31	\$4.29	\$1.14	\$2.37	\$9.11
PRE-IRRIGATE		0.75 HR		\$5.44	\$0.00	\$0.00	\$0.58	\$6.02
ROD WEEDER	40 HP	0.08 HR		\$0.58	\$0.91	\$0.15	\$1.58	\$3.22
ROLLING CULT	40 HP	0.21 HR		\$1.52	\$2.40	\$0.75	\$0.52	\$5.19
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.89	\$6.20	\$1.32	\$4.53	\$13.93
CULT & SIDEDRESS (4X)	140 HP	1.32 HR		\$9.57	\$31.46	\$9.41	\$15.38	\$65.83
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.05	\$4.79	\$1.49	\$1.05	\$10.38
THIN & HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$0.98	\$1.54	\$0.15	\$0.94	\$3.61
IRRIGATE (13X)		6.50 HR		\$47.13	\$0.05	\$0.00	\$7.57	\$54.75
SUBTOTAL		11.08 HR	\$193.33	\$80.29	\$80.72	\$24.91	\$50.54	\$429.80

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ONION KNIVES	80 HP	0.27 HR		\$1.96	\$6.44	\$1.43	\$4.31	\$14.13
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)			\$735.48					\$735.48
SUBTOTAL		0.27 HR	\$4,935.48	\$1.96	\$6.44	\$1.43	\$4.31	\$4,949.61

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		1.02 HR		\$7.42				\$7.42
EMPLOYEE BENEFITS				\$14.45				\$14.45
INSURANCE			\$1.61					\$1.61
LAND TAXES							\$9.11	\$9.11
SUPERVISION AND MANAGEMENT				\$212.36				\$212.36
OTHER EXPENSES			\$81.61					\$81.61
SUBTOTAL		1.02 HR	\$83.21	\$234.24			\$9.11	\$326.56

TOTAL OPERATING EXPENSES		12.37 HR	\$6,526.31	\$316.49	\$87.16	\$26.34	\$63.97	\$7,020.26
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NET OPERATING PROFIT								\$1,151.74
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INTEREST ON OPERATING CAPITAL	(	\$1,143.17	@	7.00%	)			\$80.02
INTEREST ON EQUIPMENT INVESTMENT								\$32.45

RETURN TO LAND AND RISK								\$1,039.27
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\*Pump water costs are shown under irrigation in the preharvest operation section.  
BUDGET SUMMARY

GROSS RETURN		\$8,172.00						
VARIABLE OPERATING EXPENSES	\$6,639.81							
RETURN OVER VARIABLE EXPENSES		\$1,532.19	(GROSS MARGIN)					
FIXED EXPENSES	\$63.97							
NET FARM INCOME		\$1,468.23	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$316.49							
NET OPERATING PROFIT		\$1,151.74	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$112.47							
RETURN TO LAND AND RISK		\$1,039.27						

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 2011.  
Planting Dates: January 1 - January 31  
Harvest Dates: July 1 - July 31

ITEM	PRICE	YIELD						TOTAL	
<b>GROSS RETURNS</b>									
MIDSEASON YELLOWS	\$7.98	675.00	SACKS					\$5,386.50	
<b>TOTAL</b>								<b>\$5,386.50</b>	
<b>PURCHASED INPUTS</b>									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
SEED	\$180.00	4 LBS	\$720.00						\$720.00
NITROGEN (N)	\$0.71	450 LBS	\$319.50						\$319.50
PHOSPHATE (P205)	\$0.65	180 LBS	\$117.00						\$117.00
HERBICIDE	\$64.72	1 X/ACRE	\$64.72						\$64.72
INSECTICIDE	\$75.87	1 X/ACRE	\$75.87						\$75.87
PUMP WATER*		6 AC. IN.							
CANAL WATER		42 AC. IN.	\$99.00						\$99.00
<b>SUBTOTAL</b>			<b>\$1,396.08</b>						<b>\$1,396.08</b>
<b>PREHARVEST OPERATIONS</b>									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$1.02	\$3.34	\$1.13	\$1.61	\$7.10	
CHISEL	140 HP	0.20 HR		\$1.45	\$4.77	\$1.28	\$2.47	\$9.97	
PLOW	140 HP	0.38 HR		\$2.76	\$9.06	\$4.06	\$5.60	\$21.47	
DISC (2X)	140 HP	0.28 HR		\$2.03	\$6.67	\$2.26	\$3.23	\$14.19	
LASER PLANE (CUSTOM)			\$73.33					\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24	
DISC & SPRAY	140 HP	0.17 HR		\$1.23	\$4.05	\$1.56	\$2.63	\$9.47	
LISTER	140 HP	0.18 HR		\$1.31	\$4.29	\$1.14	\$2.37	\$9.11	
PRE-IRRIGATE		0.75 HR		\$5.44	\$0.00	\$0.00	\$0.68	\$6.12	
ROD WEEDER	40 HP	0.08 HR		\$0.58	\$0.91	\$0.15	\$1.58	\$3.22	
ROLLING CULT	40 HP	0.21 HR		\$1.52	\$2.40	\$0.75	\$0.22	\$4.88	
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.89	\$6.20	\$1.32	\$4.53	\$13.93	
CULT & SIDEDRESS (3X)	140 HP	0.99 HR		\$7.18	\$23.60	\$7.06	\$11.54	\$49.37	
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.05	\$4.79	\$1.49	\$1.05	\$10.38	
HOE (CUSTOM)			\$120.00					\$120.00	
ROTO BUCK (9X)	40 HP	0.14 HR		\$0.98	\$1.54	\$0.15	\$0.94	\$3.61	
IRRIGATE (11X)		5.50 HR		\$39.88	\$0.05	\$0.00	\$7.48	\$47.40	
<b>SUBTOTAL</b>			<b>9.75 HR</b>	<b>\$193.33</b>	<b>\$70.65</b>	<b>\$72.86</b>	<b>\$22.56</b>	<b>\$46.39</b>	<b>\$405.79</b>
<b>HARVEST OPERATIONS</b>									
ONION KNIVES	140 HP	0.27 HR		\$1.96	\$6.44	\$1.43	\$4.31	\$14.13	
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)			\$484.79					\$484.79	
<b>SUBTOTAL</b>			<b>0.27 HR</b>	<b>\$2,847.29</b>	<b>\$1.96</b>	<b>\$6.44</b>	<b>\$1.43</b>	<b>\$4.31</b>	<b>\$2,861.42</b>
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.40 HR		\$2.88					\$2.88
EMPLOYEE BENEFITS				\$13.07					\$13.07
INSURANCE			\$1.45					\$1.45	
LAND TAXES								\$9.11	
SUPERVISION AND MANAGEMENT				\$214.30					\$214.30
OTHER EXPENSES			\$81.61					\$81.61	
<b>SUBTOTAL</b>			<b>0.40 HR</b>	<b>\$83.06</b>	<b>\$230.25</b>			<b>\$9.11</b>	<b>\$322.42</b>
<b>TOTAL OPERATING EXPENSES</b>			<b>10.41 HR</b>	<b>\$4,519.76</b>	<b>\$302.86</b>	<b>\$79.29</b>	<b>\$23.98</b>	<b>\$59.81</b>	<b>\$4,985.71</b>
<b>NET OPERATING PROFIT</b>								<b>\$400.79</b>	
INTEREST ON OPERATING CAPITAL ( \$1,007.50 @ 7.00% )								\$70.53	
INTEREST ON EQUIPMENT INVESTMENT								\$30.69	
<b>RETURN TO LAND AND RISK</b>								<b>\$299.58</b>	

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

GROSS RETURN		\$5,386.50	
VARIABLE OPERATING EXPENSES	\$4,623.03		
RETURN OVER VARIABLE EXPENSES		\$763.47	(GROSS MARGIN)
FIXED EXPENSES	\$59.81		
NET FARM INCOME		\$703.65	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$302.86		
NET OPERATING PROFIT		\$400.79	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$101.21		
RETURN TO LAND AND RISK		\$299.58	

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 2011.  
 Planting Dates: January 15 - February 15  
 Harvest Dates: August 1 - August 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
SWEET SPANISH	\$7.15	825.00 SACKS						\$5,898.75	
TOTAL								\$5,898.75	
<hr/>									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$180.00	4 LBS	\$720.00					\$720.00	
NITROGEN (N)	\$0.71	450 LBS	\$319.50					\$319.50	
PHOSPHATE (P2O5)	\$0.65	180 LBS	\$117.00					\$117.00	
HERBICIDE	\$64.72	1 X/ACRE	\$64.72					\$64.72	
INSECTICIDE	\$75.79	1 X/ACRE	\$75.79					\$75.79	
PUMP WATER*		6 AC. IN.							
CANAL WATER		50 AC. IN.	\$109.67					\$109.67	
SUBTOTAL			\$1,406.67					\$1,406.67	
<hr/>									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$1.02	\$3.34	\$1.13	\$1.61	\$7.10	
CHISEL	140 HP	0.20 HR		\$1.45	\$4.77	\$1.28	\$2.47	\$9.97	
PLOW	140 HP	0.38 HR		\$2.76	\$9.06	\$4.06	\$5.60	\$21.47	
DISC (2X)	140 HP	0.28 HR		\$2.03	\$6.67	\$2.26	\$3.23	\$14.19	
LASER PLANE (CUSTOM)			\$73.33					\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24	
DISC & SPRAY	140 HP	0.17 HR		\$1.23	\$4.05	\$1.56	\$2.63	\$9.47	
LISTER	140 HP	0.18 HR		\$1.31	\$4.29	\$1.14	\$2.37	\$9.11	
PRE-IRRIGATE		0.75 HR		\$5.44	\$0.00	\$0.00	\$0.58	\$6.02	
ROD WEEDEE	40 HP	0.08 HR		\$0.58	\$0.91	\$0.15	\$1.58	\$3.22	
ROLLING CULT	40 HP	0.21 HR		\$1.52	\$2.40	\$0.75	\$0.52	\$5.19	
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.89	\$6.20	\$1.32	\$4.53	\$13.93	
CULT & SIDEDRESS (3X)	140 HP	0.99 HR		\$7.18	\$23.60	\$7.06	\$11.54	\$49.37	
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.05	\$4.79	\$1.49	\$1.05	\$10.38	
THIN & HOE (CUSTOM)			\$120.00					\$120.00	
ROTO BUCK (9X)	40 HP	0.14 HR		\$0.98	\$1.54	\$0.15	\$0.94	\$3.61	
IRRIGATE (13X)		6.50 HR		\$47.13	\$0.05	\$0.00	\$7.57	\$54.75	
SUBTOTAL		10.75 HR	\$193.33	\$77.90	\$72.86	\$22.56	\$46.70	\$413.34	
<hr/>									
HARVEST OPERATIONS									
ONION KNIVES	140 HP	0.27 HR		\$1.96	\$6.44	\$1.43	\$4.31	\$14.13	
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)			\$530.89					\$530.89	
SUBTOTAL		0.27 HR	\$3,418.39	\$1.96	\$6.44	\$1.43	\$4.31	\$3,432.52	
<hr/>									
OVERHEAD EXPENSES									
DOWNTIME		0.62 HR		\$4.51				\$4.51	
EMPLOYEE BENEFITS				\$14.37				\$14.37	
INSURANCE			\$1.60					\$1.60	
LAND TAXES							\$9.11	\$9.11	
SUPERVISION AND MANAGEMENT				\$219.33				\$219.33	
OTHER EXPENSES			\$81.61					\$81.61	
SUBTOTAL		0.62 HR	\$83.21	\$238.21				\$9.11	\$330.53
<hr/>									
TOTAL OPERATING EXPENSES		11.64 HR	\$5,101.60	\$318.07	\$79.29	\$23.98	\$60.12	\$5,583.06	
<hr/>									
NET OPERATING PROFIT								\$315.69	
INTEREST ON OPERATING CAPITAL		( \$1,060.39 @ 7.00% )						\$74.23	
INTEREST ON EQUIPMENT INVESTMENT								\$30.69	
<hr/>									
RETURN TO LAND AND RISK								\$210.77	

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

BUDGET SUMMARY

GROSS RETURN		\$5,898.75	
VARIABLE OPERATING EXPENSES	\$5,204.87		
RETURN OVER VARIABLE EXPENSES		\$693.88	(GROSS MARGIN)
FIXED EXPENSES	\$60.12		
NET FARM INCOME		\$633.76	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$318.07		
NET OPERATING PROFIT		\$315.69	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$104.91		
RETURN TO LAND AND RISK		\$210.77	

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 2011.  
Planting Dates: March 15 - April 10  
Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD						TOTAL
<b>GROSS RETURNS</b>								
GREEN	\$475.00	11.00	TONS					\$5,225.00
RED	\$0.00	0.00	LBS					\$0.00
<b>TOTAL</b>								<b>\$5,225.00</b>
<b>PURCHASED INPUTS</b>								
	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL
SEED	\$22.00	5 LBS	\$110.00				\$110.00	
NITROGEN (N)	\$0.71	300 LBS	\$213.00				\$213.00	
PHOSPHATE (P205)	\$0.65	70 LBS	\$45.50				\$45.50	
HERBICIDE	\$74.10	1 X/ACRE	\$74.10				\$74.10	
INSECTICIDE	\$46.16	1 X/ACRE	\$46.16				\$46.16	
NEMATICIDE (CUSTOM)	\$45.54	1 X/ACRE	\$45.54				\$45.54	
CROP INSURANCE		600 DOLLAR	\$40.00				\$40.00	
PUMP WATER*		0 AC. IN.						
CANAL WATER		55 AC. IN.	\$116.33				\$116.33	
<b>SUBTOTAL</b>			<b>\$690.63</b>				<b>\$690.63</b>	
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.02	\$3.34	\$1.13	\$1.61	\$7.10
CHISEL	140 HP	0.20 HR		\$1.45	\$4.77	\$1.28	\$2.47	\$9.97
PLOW	140 HP	0.38 HR		\$2.76	\$9.06	\$4.06	\$5.60	\$21.47
DISC (2X)	140 HP	0.28 HR		\$2.03	\$6.67	\$2.26	\$3.23	\$14.19
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24
DISC & SPRAY	140 HP	0.17 HR		\$1.23	\$4.05	\$1.56	\$2.63	\$9.47
LISTER	140 HP	0.18 HR		\$1.31	\$4.29	\$1.14	\$2.37	\$9.11
PRE-IRRIGATE		0.75 HR		\$5.44	\$0.00	\$0.00	\$0.00	\$5.44
ROLLING CULT	40 HP	0.21 HR		\$1.52	\$2.40	\$0.75	\$0.52	\$5.19
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.89	\$6.20	\$1.32	\$4.53	\$13.93
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.05	\$4.79	\$1.49	\$1.05	\$10.38
CULTIVATOR (3X)	40 HP	0.63 HR		\$4.57	\$7.19	\$2.24	\$1.57	\$15.57
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.79	\$15.73	\$4.71	\$7.69	\$32.91
THINNING (CUSTOM)			\$70.00					\$70.00
HOEING (CUSTOM)			\$80.00					\$80.00
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.76	\$1.20	\$0.12	\$0.73	\$2.81
IRRIGATE (10X)		5.00 HR		\$36.25	\$0.00	\$0.00	\$0.00	\$36.25
<b>SUBTOTAL</b>		<b>9.44 HR</b>	<b>\$223.33</b>	<b>\$68.40</b>	<b>\$70.87</b>	<b>\$22.27</b>	<b>\$34.48</b>	<b>\$419.35</b>
<b>HARVEST OPERATIONS</b>								
HARVEST GREEN (CUSTOM)			\$990.00					\$990.00
HARVEST RED (CUSTOM)			\$0.00					\$0.00
HAUL (TRAILER) (3X)	40 HP RENTAL	2.40 HR	\$17.40	\$27.38	\$2.66	\$14.06		\$61.49
FORK LIFT (3X)		1.05 HR	\$10.00	\$7.61				\$17.61
HAUL (CUSTOM)			\$137.50					\$137.50
<b>SUBTOTAL</b>		<b>3.45 HR</b>	<b>\$1,137.50</b>	<b>\$25.01</b>	<b>\$27.38</b>	<b>\$2.66</b>	<b>\$14.06</b>	<b>\$1,206.60</b>
<b>POSTHARVEST OPERATIONS</b>								
SHREDDER	40 HP	0.29 HR		\$2.10	\$3.31	\$0.37	\$1.08	\$6.86
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		1.86 HR		\$13.46				\$13.46
EMPLOYEE BENEFITS				\$17.19				\$17.19
INSURANCE			\$1.91				\$1.91	
LAND TAXES						\$9.11		\$9.11
SUPERVISION AND MANAGEMENT				\$155.02				\$155.02
OTHER EXPENSES			\$81.61				\$81.61	
<b>SUBTOTAL</b>		<b>1.86 HR</b>	<b>\$83.52</b>	<b>\$185.67</b>			<b>\$9.11</b>	<b>\$278.30</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>15.03 HR</b>	<b>\$2,134.98</b>	<b>\$281.19</b>	<b>\$101.55</b>	<b>\$25.29</b>	<b>\$58.73</b>	<b>\$2,601.75</b>
<b>NET OPERATING PROFIT</b>								<b>\$2,623.25</b>
INTEREST ON OPERATING CAPITAL ( \$522.03 @ 7.00% )								\$36.54
INTEREST ON EQUIPMENT INVESTMENT								\$27.39
<b>RETURN TO LAND AND RISK</b>								<b>\$2,559.32</b>
*Pump water costs are shown under irrigation in the preharvest operation section.								
<b>BUDGET SUMMARY</b>								
GROSS RETURN		\$5,225.00						
VARIABLE OPERATING EXPENSES	\$2,261.82							
RETURN OVER VARIABLE EXPENSES		\$2,963.18	(GROSS MARGIN)					
FIXED EXPENSES	\$58.73							
NET FARM INCOME		\$2,904.44	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$281.19							
NET OPERATING PROFIT		\$2,623.25	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$63.93							
RETURN TO LAND AND RISK		\$2,559.32						



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 2011.  
 Planting Dates: March 15 - April 10  
 Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
RED	\$1.00	3,500.00 LBS	\$3,500.00
<b>TOTAL</b>			<b>\$3,500.00</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$22.00	8 LBS	\$176.00		\$176.00
NITROGEN (N)	\$0.71	250 LBS	\$177.50		\$177.50
PHOSPHATE (P205)	\$0.65	60 LBS	\$39.00		\$39.00
HERBICIDE	\$74.10	1 X/ACRE	\$74.10		\$74.10
INSECTICIDE	\$46.16	1 X/ACRE	\$46.16		\$46.16
NEMATOCIDE (CUSTOM)	\$45.54	1 X/ACRE	\$45.54		\$45.54
CROP INSURANCE		600 DOLLARS	\$40.00		\$40.00
PUMP WATER*		0 AC. IN.			
CANAL WATER		60 AC. IN.	\$123.00		\$123.00
<b>SUBTOTAL</b>			<b>\$721.30</b>		<b>\$721.30</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.02	\$3.34	\$1.13	\$1.61	\$7.10
CHISEL	140 HP	0.20 HR		\$1.45	\$4.77	\$1.28	\$2.47	\$9.97
PLOW	140 HP	0.38 HR		\$2.76	\$9.06	\$4.06	\$5.60	\$21.47
DISC (2X)	140 HP	0.28 HR		\$2.03	\$6.67	\$2.26	\$3.23	\$14.19
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.36	\$1.19	\$0.22	\$0.47	\$2.24
DISC & SPRAY	140 HP	0.17 HR		\$1.23	\$4.05	\$1.56	\$2.63	\$9.47
LISTER	140 HP	0.18 HR		\$1.31	\$4.29	\$1.14	\$2.37	\$9.11
PRE-IRRIGATE		0.75 HR		\$5.44	\$0.00	\$0.00	\$0.00	\$5.44
ROLLING CULT	40 HP	0.21 HR		\$1.52	\$2.40	\$0.75	\$0.52	\$5.19
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.89	\$6.20	\$1.32	\$4.53	\$13.93
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.05	\$4.79	\$1.49	\$1.05	\$10.38
CULTIVATOR (3X)	40 HP	0.63 HR		\$4.57	\$7.19	\$2.24	\$1.57	\$15.57
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.79	\$15.73	\$4.71	\$7.69	\$32.91
THINNING (CUSTOM)			\$70.00					\$70.00
HOEING (CUSTOM)			\$80.00					\$80.00
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.76	\$1.20	\$0.12	\$0.73	\$2.81
IRRIGATE (11X)		5.50 HR		\$39.88	\$0.00	\$0.00	\$0.00	\$39.88
<b>SUBTOTAL</b>		<b>9.94 HR</b>	<b>\$223.33</b>	<b>\$72.03</b>	<b>\$70.87</b>	<b>\$22.27</b>	<b>\$34.48</b>	<b>\$422.98</b>

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
HARVEST (CUSTOM)			\$700.00					\$700.00
HAUL (TRAILER) (3X)	40 HP	0.80 HR		\$5.80	\$9.13	\$0.89	\$4.69	\$20.50
FORK LIFT (3X)	RENTAL	0.30 HR	\$10.00	\$2.18				\$12.18
HAUL (CUSTOM)			\$105.00					\$105.00
<b>SUBTOTAL</b>		<b>1.10 HR</b>	<b>\$815.00</b>	<b>\$7.98</b>	<b>\$9.13</b>	<b>\$0.89</b>	<b>\$4.69</b>	<b>\$837.67</b>

POSTHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	40 HP	0.29 HR		\$2.10	\$3.31	\$0.37	\$1.08	\$6.86

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	1.27 HR		\$9.20				\$9.20
EMPLOYEE BENEFITS			\$14.78				\$14.78
INSURANCE		\$1.64					\$1.64
LAND TAXES						\$9.11	\$9.11
SUPERVISION AND MANAGEMENT			\$152.21				\$152.21
OTHER EXPENSES		\$81.61					\$81.61
<b>SUBTOTAL</b>	<b>1.27 HR</b>	<b>\$83.25</b>	<b>\$176.19</b>			<b>\$9.11</b>	<b>\$268.55</b>

TOTAL OPERATING EXPENSES	12.59 HR	\$1,842.88	\$258.30	\$83.30	\$23.52	\$49.36	\$2,257.36
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NET OPERATING PROFIT							\$1,242.64
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INTEREST ON OPERATING CAPITAL	( \$508.82 @ 7.00% )						\$35.62
INTEREST ON EQUIPMENT INVESTMENT							\$23.43

<b>RETURN TO LAND AND RISK</b>							<b>\$1,183.59</b>
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\*Pump water costs are shown under irrigation in the preharvest operation section.

BUDGET SUMMARY			
GROSS RETURN		\$3,500.00	
VARIABLE OPERATING EXPENSES	\$1,949.70		
RETURN OVER VARIABLE EXPENSES	\$1,550.30	(GROSS MARGIN)	
FIXED EXPENSES	\$49.36		
NET FARM INCOME	\$1,500.94	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$258.30		
NET OPERATING PROFIT	\$1,242.64	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$59.05		
<b>RETURN TO LAND AND RISK</b>	<b>\$1,183.59</b>		

Table 19. Summary of per acre costs and returns for a 500 acre farm with above average management, Dona Ana and Sierra Counties, Projected 2011.

	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	11.00	3,500.00
PRIMARY PRICE		\$165.00	\$1.00	\$0.85	\$8.63	\$5.91	\$5.78	\$36.00	\$6.81	\$7.98	\$7.15	\$475.00	\$1.00
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	\$84.00	\$112.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GROSS RETURN		\$1,320.00	\$834.00	\$1,105.55	\$345.00	\$2,807.25	\$2,890.00	\$1,080.00	\$8,172.00	\$5,386.50	\$5,898.75	\$5,225.00	\$3,500.00
CASH OPERATING EXPENSES													
SEED	\$82.50		\$30.50	\$53.75	\$17.80	\$540.00	\$4.40	\$59.54	\$420.00	\$720.00	\$720.00	\$110.00	\$176.00
FERTILIZER	\$58.50	\$83.35	\$117.70	\$117.70	\$31.26	\$291.25	\$275.00	\$213.00	\$588.50	\$436.50	\$436.50	\$258.50	\$216.50
CHEMICALS	\$26.84	\$14.40	\$33.37	\$98.09	\$55.60	\$111.09	\$250.28	\$30.00	\$196.12	\$140.58	\$140.51	\$165.80	\$165.80
CROP INSURANCE			\$2.94	\$0.34	\$2.94			\$2.94				\$40.00	\$40.00
OTHER PURCHASED INPUTS		\$41.82											
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	\$42.52	\$34.91	\$95.38	\$95.99	\$31.26	\$60.74	\$66.25	\$18.92	\$87.10	\$79.24	\$79.24	\$101.55	\$83.30
FUEL-IRRIGATION	\$0.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.14	\$0.00	\$0.05	\$0.05	\$0.05	\$0.05	\$0.00	\$0.00
REPAIRS	\$13.41	\$6.34	\$29.44	\$29.66	\$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	\$1,883.00	\$2,014.83	\$10.00	\$5,128.81	\$3,040.62	\$3,611.72	\$1,360.83	\$1,038.33
LAND TAXES		\$9.11	\$9.11	\$9.11	\$9.11	\$9.11	\$9.11	\$9.11	\$9.11	\$9.11	\$9.11	\$9.11	\$9.11
OTHER EXPENSES	\$0.43	\$82.59	\$82.83	\$82.83	\$82.15	\$82.71	\$82.77	\$82.02	\$83.21	\$83.06	\$83.21	\$83.52	\$83.25
TOTAL CASH EXPENSES	\$297.59	\$456.33	\$604.29	\$702.75	\$299.23	\$3,071.91	\$2,770.09	\$514.00	\$6,648.92	\$4,632.14	\$5,213.98	\$2,270.93	\$1,958.81
RETURN OVER CASH EXPENSES	(\$297.59)	\$863.67	\$229.71	\$402.79	\$45.77	(\$264.66)	\$119.91	\$566.00	\$1,523.08	\$754.36	\$684.77	\$2,954.07	\$1,541.19
FIXED EXPENSES	\$42.47	\$155.94	\$103.81	\$104.22	\$17.86	\$53.22	\$33.54	\$27.35	\$54.86	\$50.71	\$51.01	\$49.62	\$40.25
TOTAL EXPENSES	\$340.07	\$612.27	\$708.10	\$806.98	\$317.09	\$3,125.13	\$2,803.63	\$541.35	\$6,703.77	\$4,682.85	\$5,264.99	\$2,320.56	\$1,999.06
NET FARM INCOME	(\$340.07)	\$707.73	\$125.90	\$298.57	\$27.91	(\$317.88)	\$86.37	\$538.65	\$1,468.23	\$703.65	\$633.76	\$2,904.44	\$1,500.94
LABOR AND MANAGEMENT COSTS	\$61.52	\$159.21	\$142.65	\$165.17	\$53.67	\$237.63	\$145.16	\$103.62	\$316.49	\$302.86	\$318.07	\$281.19	\$258.30
NET OPERATING PROFIT	(\$401.59)	\$548.52	(\$16.75)	\$133.39	(\$25.77)	(\$555.51)	(\$58.78)	\$435.03	\$1,151.74	\$400.79	\$315.69	\$2,623.25	\$1,242.64
CAPITAL COSTS													
INTEREST ON OPERATING CAPITAL		\$9.48	\$16.88	\$15.07	\$6.09	\$50.30	\$36.34	\$14.08	\$80.02	\$70.53	\$74.23	\$36.54	\$35.62
INTEREST ON EQUIPMENT INVESTMENT		\$23.25	\$45.79	\$46.00	\$10.49	\$35.52	\$19.96	\$16.63	\$32.45	\$30.69	\$30.69	\$27.39	\$23.43
TOTAL CAPITAL COSTS	\$0.00	\$32.73	\$62.68	\$61.07	\$16.58	\$85.82	\$56.29	\$30.71	\$112.47	\$101.21	\$104.91	\$63.93	\$59.05
RETURN TO LAND AND RISK	(\$401.59)	\$515.79	(\$79.42)	\$72.33	(\$42.35)	(\$641.32)	(\$115.08)	\$404.31	\$1,039.27	\$299.58	\$210.77	\$2,559.32	\$1,183.59

Flex Computation

70.18  
448.296091

222.55

-13.99

448.30

Table 20. Whole farm budget summary, Dona Ana and Sierra Counties,  
Projected 2011.

GROSS RETURNS		
ALFALFA HAY	160 ACRES	
CROP		\$211,200
PIMA COTTON	17 ACRES	
LINT		\$12,750
SEED		\$1,428
COUNTER CYCLICAL PAYMENT		\$0
UPLAND COTTON	149.00 ACRES	
LINT		\$126,650
SEED		\$16,688
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$21,389
GRAIN SORGHUM	17 ACRES	
CROP		\$5,865
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
SPRING LETTUCE	10 ACRES	
CROP		\$28,073
FALL LETTUCE	50 ACRES	
CROP		\$144,500
WHEAT	17 ACRES	
CROP		\$18,360
DIRECT PAYMENT		\$0
FALL ONIONS	20 ACRES	
CROP		\$163,440
MIDSEASON YELLOW ONIONS	20 ACRES	
CROP		\$107,730
SWEET SPANISH ONIONS	20 ACRES	
CROP		\$117,975
GREEN CHILE	15 ACRES	
GREEN		\$78,375
RED		\$0
RED CHILE	15 ACRES	
RED		\$52,500
GROSS RETURN		<u>\$1,106,922</u>
CASH OPERATING EXPENSES		
SEED		\$60,252
FERTILIZER		\$91,853
CHEMICALS		\$48,158
CROP INSURANCE		\$1,400
OTHER PURCHASED INPUTS		\$6,691
CANAL WATER		\$49,848
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$35,668
FUEL-IRRIGATION		\$8
REPAIRS		\$10,155
CUSTOM CHARGES		\$425,387
LAND TAXES		\$4,645
OTHER EXPENSES		\$42,229
TOTAL CASH EXPENSES		<u>\$776,295</u>
RETURN OVER CASH EXPENSES		\$330,627
FIXED EXPENSES		\$35,337
TOTAL EXPENSES		<u>\$811,632</u>
NET FARM INCOME		\$295,290
LABOR AND MANAGEMENT COSTS		\$94,120
NET OPERATING PROFIT		\$201,170
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$12,290
INTEREST ON EQUIPMENT INVESTMENT		\$15,805
TOTAL CAPITAL COSTS		<u>\$28,095</u>
RETURN TO LAND AND RISK		<u>\$173,075</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$3,000 /ACRE	\$128,075	11.87%
\$5,000 /ACRE	\$98,075	7.46%
\$7,000 /ACRE	\$68,075	5.44%
\$9,000 /ACRE	\$38,075	4.28%
\$11,000 /ACRE	\$8,075	3.53%

\* 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)