

TABLE 1. Acreage Summary, Torrance and Santa Fe Counties, Projected 2013.

BUDGET AREA..... ESTANCIA BASIN, TORRANCE AND SANTA FE COUNTIES			
FARM SIZE.....	160 ACRES		
IRRIGATION TYPE.....	FLOOD		
NUMBER OF CROPS...	3		
		WATER USE	
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	8.00 *	6	48
ALFALFA	40.00	42	1,680
CORN FOR GRAIN	51.00	36	1,836
ARP	0.00		
FLEX IN PINTO BEANS	9.00	36	324
PINTO BEANS	50.00	18	900
IDLE, ROADS, HOMESTEAD	10.00		
	TOTAL		4,788
	ACRE FEET PER ACRE OF WATER RIGHTS		2.49

* DOUBLE-CROPPED

TABLE 2. Basic cost information for the Estancia Basin, Projected 2013.

Item		
Labor Wage Rate:		
Equipment operators	\$/hour	\$7.80
General & Irrigators	\$/hour	\$7.50
Purchased Inputs:		
Fertilizer:		
Anhydrous Ammonia (NH3)	\$/ton	\$830.00
Nitrogen (N)	\$/pound	\$0.61
Phosphate (P205)	\$/pound	\$0.60
Seed:		
Alfalfa	\$/pound	\$6.50
Corn	\$/bag	\$242.80
Pinto Beans	\$/pound	\$35.00
Natural gas	\$/MCF	\$4.01
(service charge)	\$/month	\$10.00
Diesel fuel	\$/gallon	\$3.00
Gasoline	\$/gallon	\$3.80
Electricity	cents/KwHr	8.87
LP Gas	\$/Gal	\$3.05
Employee Liability Insurance	\$/ \$1,000 wages	\$12.00
Employee Benefits	percent/wages	12.00%
Labor Downtime	percent	25.00%
Financial Rates:		
Operating Capital Interest Rate	percent	5.00%
Land Interest Rate	percent	5.00%
Equipment Interest Rate	percent	5.00%
Real Interest Rate	percent	3.00%
Land Taxes	\$100.00 /acre (full value)	\$1.04
Personal Property Tax Rate	- NR \$/\$1,000 (Assessed Value)	\$31.32
	- R	\$25.17
Supervision Factors		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equipment & General	\$/labor hour	\$0.50
Management Rate	percent	4.00%

TABLE 3. Overhead cost information for the Estancia Basin, Projected 2013.

Item			
Electricity (Domestic & Shop)	\$127.05	per month	\$1,525
Telephone	\$90.75	per month	\$1,089
Accounting & Legal			\$538
Misc. Supplies & Hand Tools			\$895
Pickup and Auto			
miles	12,463	@ \$0.500 per mile	\$6,232
Insurance			
- general liability (non-employee)			\$1,162
- fire/theft			\$768
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$6,010
Building repairs and maintenance			\$581
Dues, fees, publications			\$296
Farmstead Equipment			\$182
		Total	\$19,278
		Total Per Planted Acre	\$128.52

TABLE 4. Pumping costs and data for irrigation wells, Estancia Basin, Projected 2013.

DEPTH CHARACTERISTICS	
STATIC	175
DRAW DOWN	25
TOTAL HEAD	200
CASING	250

GALLONS PER MINUTE (GPM)	500
WORK HORSEPOWER	25

EFFICIENCY FACTOR	
ELECTRICITY	0.540
NATURAL GAS	0.154
LP GAS	0.160

FUEL COST PER HOUR	
ELECTRICITY	\$8.87 CENTS/KWH
NATURAL GAS	\$4.01 \$/ACF
LP GAS	\$3.05 \$/GAL
DIESEL	\$3.00 \$/GAL

PUMPING COSTS	
ELECTRIC WELL	
COST PER HOUR	\$3.13
COST PER ACRE INCH	\$2.83
NATURAL GAS WELL	
COST PER HOUR	\$1.86
COST PER ACRE INCH	\$1.69
LP GAS WELL	
COST PER HOUR	\$13.88
COST PER ACRE INCH	\$12.57
DIESEL WELL	
COST PER HOUR	\$8.53
COST PER ACRE INCH	\$7.72

TABLE 5. Equipment summary for a 160 acre food irrigated, part-time farm, Estancia Basin, Projected 2013.

EQUIPMENT	ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	VARIABLE COSTS				FIXED COSTS			
				TOTAL VALUE	FUEL OIL LUBRICANT	REPAIR	FUEL OIL PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HR
TRACTOR	65 HP	110	1	\$4,900	\$2,023	\$142	\$18.48	\$1.29	\$239	\$113	\$5.95
TRACTOR	96 HP	141	1	\$17,335	\$2,275	\$133	\$19.27	\$0.94	\$225	\$82	\$4.30
TRUCK	1 TON	26	1	\$23,000	\$975	\$157	\$9.49	\$6.16	\$2,023	\$230	\$124.04
COMBINE		36	1	\$20,981	\$1,283	\$62	\$35.50	\$1.73	\$2,161	\$451	\$72.28
CORN HEAD		18	1	\$1,380		\$6	\$8.54		\$263	\$22	\$17.12
BEAN HEAD		18	1	\$1,200		\$6	\$9.32		\$267	\$21	\$16.72
BEAN KNIVES		30	1	\$800		\$29	\$9.99		\$107	\$8	\$3.90
SWATHER, PTD	14 FT	19	1	\$2,100		\$5	\$9.28		\$700	\$73	\$46.26
BALER, PTD	2 WIRE	25	1	\$1,600		\$4	\$8.15		\$385	\$40	\$16.87
RAKE		14	1	\$750		\$3	\$9.21		\$75	\$5	\$5.95
PLANTER	4 ROW	20	1	\$3,400		\$47	\$16.63		\$680	\$35	\$26.62
CHISEL 12 FT	12 FT	12	1	\$1,200		\$18	\$1.48		\$160	\$13	\$14.62
CULTIVATOR	4 ROW	59	1	\$2,000		\$145	\$2.48		\$267	\$21	\$4.91
DISC	18 FT	34	1	\$5,400		\$238	\$6.70		\$720	\$56	\$22.83
FLDAT		2	1	\$500		\$0	\$9.02		\$53	\$4	\$37.84
DRILL	12 FT	2	1	\$2,200		\$2	\$1.08		\$440	\$33	\$275.88
LETTER	4 ROW	21	1	\$1,600		\$42	\$1.08		\$213	\$17	\$10.83
FERT SPREADER DEALER FURNISHED		1									
WELL NATURAL GAS		4,187	1	\$8,750	\$7,807	\$0	\$1.86	\$0.00	\$700	\$91	\$0.22
				\$98,006	\$14,567	\$1,029			\$11,208	\$1,309	

EQUIPMENT LIST

ITEM	NEW VALUE	USED VALUE	YEARS LIFE	EQUIP CODE	MAX HOURS	FUEL LUBR UNIT/HR	LUBE COEF	ACCUH HOURS	AGE	INTEREST EXPENSE
TRACTOR	65 HP	2156.00	40.00	1.00	800.00	4.42	0.10	2299.50	21.00	539.13
TRACTOR	96 HP	12735.00	30.00	1.00	900.00	5.54	0.10	2011.62	23.00	351.38
TRUCK	1 TON	44000.00	22000.00	15.00	6.00	800.00	6.05	8.50	331.50	1300
COMBINE		84500.00	20981.00	40.00	2.00	300.00	9.86	0.20	678.24	16.00
CORN HEAD		4250.00	1300.00	15.00	5.00	300.00	0.00	0.00	232.05	13.00
BEAN HEAD		4000.00	1200.00	15.00	5.00	300.00	0.00	0.00	274.35	15.00
BEAN KNIVES		1600.00	800.00	15.00	3.00	300.00	0.00	0.00	442.20	15.00
SWATHER, PTD	14 FT	1400.00	2100.00	20.00	2.00	800.00	0.00	0.00	249.60	13.00
BALER, PTD	2 WIRE	7700.00	1600.00	20.00	2.00	500.00	0.00	0.00	453.60	18.00
RAKE		1500.00	750.00	20.00	6.00	500.00	0.00	0.00	212.40	15.00
PLANTER	4 ROW	6800.00	3400.00	10.00	8.00	100.00	0.00	0.00	170.00	13.00
CHISEL 12 FT	12 FT	2400.00	1200.00	15.00	3.00	300.00	0.00	0.00	188.80	16.00
CULTIVATOR	4 ROW	4000.00	2000.00	15.00	3.00	300.00	0.00	0.00	897.84	16.00
DISC	18 FT	10800.00	5400.00	15.00	3.00	300.00	0.00	0.00	544.00	16.00
FLDAT		800.00	500.00	15.00	4.00	300.00	0.00	0.00	22.80	15.00
DRILL	12 FT	440.00	220.00	10.00	8.00	100.00	0.00	0.00	21.84	13.00
LETTER	4 ROW	3200.00	1600.00	15.00	3.00	300.00	0.00	0.00	339.84	16.00
FERT SPREADER DEALER FURNISHED									84.15	17.00
WELL NATURAL GAS		17500.00	8750.00	25.00	0.00	8742.00	0.00	0.00	62097.20	15.00

USAGE LIST

ALFALFA EST.	ALFALFA CORN FOR HAY	PINTO BEANS	PER ACRE TOTALS
---hours per acre---			
	0.45	0.05	0.73
	0.72	1.11	0.60
	0.00	0.00	0.50
	0.00	0.00	0.35
	0.00	0.00	0.35
	0.00	0.00	0.31
	0.00	0.00	0.50
	0.00	0.48	0.00
	0.00	0.83	0.00
	0.00	0.00	0.24
	0.00	0.25	0.26
	0.20	0.00	0.20
	0.00	0.42	0.63
	0.34	0.00	0.22
	0.00	0.00	0.18
	0.21	0.00	0.00
	0.18	0.00	0.18
	0.05	0.05	0.05
	5.43	38.02	32.58

INTEREST PROPORTION

ALFALFA CORN FOR HAY	PINTO BEANS
---hours per acre---	
0.25	3.59
3.10	1.67
0.00	21.57
0.00	20.03
0.00	2.08
0.00	0.00
0.00	0.68
8.75	0.00
4.81	0.00
0.00	0.00
0.00	1.55
0.00	1.02
0.00	0.72
0.00	1.75
0.00	0.00
0.00	0.00
0.00	0.68
3.97	3.40
20.88	58.96
	37.66

ALFALFA ESTABLISHMENT

ACRES	8	PUMP WATER	6.00
ACCOMPLISHMENT			
MACHINE	UNIT	OVER	RATE
DISC (2X)	96 HP	2.00	0.17
CHISEL	96 HP	1.00	0.20
FLDAT	65 HP	1.00	0.19
LETTER	96 HP	1.00	0.18
FERT SPREADER	65 HP	1.00	0.05
DRILL	65 HP	1.00	0.21
RRRIGATE	96 HP	1.00	0.91
ALFALFA HAY			
ACRES	40	PUMP WATER	42.00
ACCOMPLISHMENT			
MACHINE	UNIT	OVER	RATE
FERT SPREADER	65 HP	1.00	0.05
RRRIGATE (2X)	96 HP	7.00	0.91
SWATHER (2X)			
96 HP	3.00	0.16	0.48
BALER (2X)	96 HP	3.00	0.21

CORN FOR GRAN

ACRES	51	PUMP WATER	36.00
ACCOMPLISHMENT			
MACHINE	UNIT	OVER	RATE
DISC (2X)	96 HP	2.00	0.11
CHISEL	96 HP	1.00	0.20
FERT SPREADER	65 HP	1.00	0.05
LETTER	96 HP	1.00	0.18
PRE RRRIGATE	96 HP	1.00	0.15
PLANTER	65 HP	1.00	0.26
CULTIVATOR (2X)	65 HP	2.00	0.21
RRRIGATE (2X)	96 HP	5.00	0.75
COMBINE			
4 ROW	1.00	0.35	0.35
1-TON	1.00	0.50	0.50

PINTO BEANS

ACRES	59	PUMP WATER	18.00
ACCOMPLISHMENT			
MACHINE	UNIT	OVER	RATE
DISC (2X)	96 HP	2.00	0.17
LETTER	96 HP	1.00	0.18
PRE RRRIGATE	96 HP	1.00	0.20
PLANTER	65 HP	1.00	0.26
CULTIVATOR (2X)	65 HP	3.00	0.21
RRRIGATE (2X)	96 HP	2.00	0.60
CUT			
96 HP	1.00	0.50	0.50
RAKE	65 HP	1.00	0.24
COMBINE	1.00	0.31	0.31
CLEANING & BAGGING (PER CWT)			
			3.00

ANNUAL REPAIR COSTS AS A PERCENT OF NEW VALUE

Hours of Use	1	2	3	4	5	6	7	8	9
0	0.00060	0.00020	0.00020	0.00020	0.00030	0.00040	0.00040	0.00040	0.00020
50	0.00060	0.00020	0.00020	0.00020	0.00030	0.00040	0.00040	0.00040	0.00020
100	0.00060	0.00020	0.00020	0.00020	0.00040	0.00020	0.00010	0.00030	0.00030
200	0.00030	0.00030	0.00040	0.00040	0.00040	0.00040	0.00010	0.00010	0.00020
300	0.00030	0.00050	0.00060	0.00060	0.00020	0.00010	0.00010	0.00030	0.00030
400	0.00030	0.00060	0.00070	0.00090	0.00020	0.00040	0.00010	0.00010	0.00040
500	0.00030	0.00070	0.00090	0.00090	0.00020	0.00040	0.00010	0.00010	0.00040
600	0.00030	0.00090	0.00040	0.00010	0.00030	0.00040	0.00010	0.00010	0.00030
700	0.00030	0.00010	0.00030	0.00030	0.00030	0.00010	0.00010	0.00010	0.00030
800	0.00030	0.00010	0.00030	0.00010	0.00030	0.00040	0.00020	0.00010	0.00030
900	0.00030	0.00010	0.00030	0.00010	0.00030	0.00040	0.00020	0.00010	0.00030
1000	0.00045	0.00010	0.00030	0.00030	0.00040	0.00040	0.00010	0.00010	0.00030
1200	0.00045	0.00010	0.00030	0.00030	0.00040	0.00040	0.00010	0.00010	0.00030
1400	0.00045	0.00010	0.00030	0.00030	0.00040	0.00040	0.00010	0.00010	0.00030
1600	0.00045	0.00010	0.00030	0.00030	0.00040	0.00040	0.00010	0.00010	0.00030
1800	0.00075	0.00010	0.00030	0.00030	0.00040	0.00040	0.00010	0.00010	0.00030
2000	0.00010	0.00020	0.00030	0.00030	0.00040	0.00040	0.00010	0.00010	0.00030
2500	0.00056								
3000	0.00070								
3500	0.00082								

TABLE 6. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 160 acre part-time farm, Estancia Basin, Projected 2013.
Planting dates: August 1 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
<u>PURCHASED INPUTS</u>								
SEED	\$6.50	20 LBS	\$130.00					\$130.00
PUMP WATER*		6 AC. IN.						
SUBTOTAL			\$130.00					\$130.00
<u>PREHARVEST OPERATIONS</u>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	96 HP	0.34 HR		\$2.65	\$6.21	\$2.60	\$9.23	\$20.69
CHISEL	96 HP	0.20 HR		\$1.56	\$3.65	\$0.49	\$3.79	\$9.49
FLOAT	65 HP	0.19 HR		\$1.48	\$3.51	\$0.25	\$8.32	\$13.56
LISTER	96 HP	0.18 HR		\$1.40	\$3.29	\$0.53	\$2.72	\$7.94
FERT SPREADER	65 HP	0.05 HR		\$0.39	\$0.92	\$0.06	\$0.30	\$1.68
DRILL	65 HP	0.21 HR		\$1.64	\$3.88	\$0.49	\$59.12	\$65.13
IRRIGATE		0.75 HR		\$5.63	\$10.13	\$0.00	\$1.18	\$16.93
SUBTOTAL		1.92 HR		\$14.75	\$31.59	\$4.42	\$84.66	\$135.42
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		0.48 HR		\$3.74				\$3.74
EMPLOYEE BENEFITS				\$1.77				\$1.77
INSURANCE			\$0.18				\$0.18	
SUPERVISION AND MANAGEMENT				\$11.95				\$11.95
SUBTOTAL		0.48 HR	\$0.18	\$17.47				\$17.64
<u>TOTAL OPERATING EXPENSES</u>		2.40 HR	\$130.18	\$32.22	\$31.59	\$4.42	\$84.66	\$283.06

TABLE 7. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 160 acre part-time farm, Estancia Basin, Projected 2013.
Harvesting dates: June 15 - October 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$235.00	4.00 TONS (IN FIELD)						\$940.00
GRAZING	\$10.00	1.00 ACRE						\$10.00
TOTAL							\$950.00	
PURCHASED INPUTS								
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
NITROGEN (N)	\$0.61	22 LBS	\$13.42					\$13.42
PHOSHPATE (P205)	\$0.60	123 LBS	\$73.80					\$73.80
INSECTICIDE (CUSTOM)	\$23.14	1 ACRE	\$23.14					\$23.14
LIVESTOCK FAC & EQUIP WIRE	\$0.37	34 LBS	\$12.74				\$5.00	\$5.00
ESTABLISHMENT: Principal		5 YEARS					\$56.61	\$56.61
: Interest							\$6.15	\$6.15
PUMP WATER*		42 AC. IN.						
SUBTOTAL			\$123.10				\$67.76	\$190.86
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERT SPREADER	65 HP	0.05 HR		\$0.39	\$0.92	\$0.06	\$0.30	\$1.68
IRRIGATE (7X)		3.50 HR		\$26.25	\$70.88	\$0.00	\$8.27	\$105.41
SUBTOTAL		3.55 HR		\$26.64	\$71.81	\$0.06	\$8.57	\$107.08
HARVEST OPERATIONS								
SWATHER (3X)	96 HP	0.48 HR		\$3.74	\$8.77	\$0.59	\$21.39	\$34.49
BALER (3X)	96 HP	0.63 HR		\$4.91	\$11.51	\$0.69	\$13.34	\$30.46
SUBTOTAL		1.11 HR		\$8.66	\$20.28	\$1.28	\$34.73	\$64.95
OVERHEAD EXPENSES								
DOWNTIME		0.29 HR		\$2.26				\$2.26
EMPLOYEE BENEFITS				\$4.24				\$4.24
INSURANCE			\$0.42					\$0.42
LAND TAXES							\$1.04	\$1.04
SUPERVISION AND MANAGEMENT				\$42.08				\$42.08
OTHER EXPENSES			\$128.52					\$128.52
SUBTOTAL		0.29 HR		\$128.94	\$48.58		\$1.04	\$178.56
TOTAL OPERATING EXPENSES		4.95 HR		\$252.04	\$83.88	\$92.09	\$1.34	\$541.45
NET OPERATING PROFIT							\$408.55	
INTEREST ON OPERATING CAPITAL		(\$84.39 @ 5.00%)						\$4.22
INTEREST ON EQUIPMENT INVESTMENT								\$20.88
RETURN TO LAND AND RISK							\$383.45	

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

BUDGET SUMMARY

GROSS RETURN		\$950.00	
VARIABLE OPERATING EXPENSES	\$345.47		
RETURN OVER VARIABLE EXPENSES	\$604.53		(GROSS MARGIN)
FIXED EXPENSES	\$112.11		
NET FARM INCOME	\$492.42		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$83.88		
NET OPERATING PROFIT	\$408.55		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$25.10		
RETURN TO LAND AND RISK	\$383.45		

TABLE 8. Corn for grain, flood-irrigated, budgeted per acre costs and returns for a 160 acre part-time farm, Estancia Basin, Projected 2013.
 Planting dates: May 1 - May 20
 Harvesting dates: November 1 - November 30

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURN				
CORN FOR GRAIN	\$6.35	120.00 BUSHELS		\$762.00
DIRECT PAYMENT	\$0.00	120.00 BUSHELS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 BUSHELS		\$0.00
GRAZING	\$12.00	1.00 ACRE		\$12.00
TOTAL				\$774.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$3.04	25 000	\$75.88		\$75.88
ANHYDROUS AMMONIA (NH3)	\$0.42	200 LBS	\$83.00		\$83.00
NITROGEN (N)	\$0.61	20 LBS	\$12.20		\$12.20
PHOSPHATE (P205)	\$0.60	44 LBS	\$26.40		\$26.40
INSECTICIDE	\$16.99	1 ACRE	\$16.99		\$16.99
HERBICIDE	\$16.99	1 ACRE	\$16.99		\$16.99
LIVESTOCK FAC & EQUIP				\$5.00	\$5.00
PUMP WATER*		36 AC. IN.			
CROP INSURANCE	\$0.98				\$0.98
SUBTOTAL			\$231.45	\$5.00	\$237.43

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	96 HP	0.22 HR		\$1.72	\$4.02	\$1.68	\$5.97	\$13.39
CHISEL	96 HP	0.20 HR		\$1.56	\$3.65	\$0.49	\$3.79	\$9.49
FERT SPREADER	65 HP	0.05 HR		\$0.39	\$0.92	\$0.06	\$0.30	\$1.68
LISTER	96 HP	0.18 HR		\$1.40	\$3.29	\$0.53	\$2.72	\$7.94
PRE IRRIGATE		0.75 HR		\$5.63	\$10.13	\$0.00	\$1.18	\$16.93
PLANTER	65 HP	0.26 HR		\$2.03	\$4.80	\$0.76	\$8.05	\$15.64
CULTIVATOR (2X)	65 HP	0.42 HR		\$3.28	\$7.76	\$1.59	\$4.56	\$17.18
IRRIGATE (5X)		2.50 HR		\$18.75	\$50.63	\$0.00	\$5.91	\$75.29
SUBTOTAL		4.58 HR		\$34.75	\$85.21	\$5.10	\$32.48	\$157.54

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COMBINE	4-ROW	0.35 HR		\$2.73	\$12.42	\$0.72	\$31.29	\$47.16
HAUL	1-TON	0.50 HR		\$3.90	\$17.24	\$3.08	\$62.02	\$86.24
SUBTOTAL		0.85 HR		\$6.63	\$29.67	\$3.80	\$93.31	\$133.41

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.55 HR		\$4.25				\$4.25
EMPLOYEE BENEFITS			\$4.97				\$4.97
INSURANCE		\$0.50					\$0.50
LAND TAXES						\$1.04	\$1.04
SUPERVISION AND MANAGEMENT			\$37.43				\$37.43
OTHER EXPENSES			\$128.52				\$128.52
SUBTOTAL	0.55 HR		\$129.01	\$46.65		\$1.04	\$176.70

TOTAL OPERATING EXPENSES	5.98 HR		\$360.46	\$88.03	\$114.87	\$8.91	\$131.83	\$705.08
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NET OPERATING PROFIT								\$68.92
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INTEREST ON OPERATING CAPITAL	(\$141.58	@	5.00%)			\$7.08
INTEREST ON EQUIPMENT INVESTMENT								\$58.96

RETURN TO LAND AND RISK								\$2.88
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* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$774.00	
VARIABLE OPERATING EXPENSES	\$484.24		
RETURN OVER VARIABLE EXPENSES		\$289.76	(GROSS MARGIN)
FIXED EXPENSES	\$131.83		
NET FARM INCOME		\$157.93	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$88.03		
NET OPERATING PROFIT		\$69.90	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$66.04		
RETURN TO LAND AND RISK		\$3.86	

TABLE 9. Pinto beans, flood-irrigated, budgeted per acre costs and returns for a 160 acre part-time farm, Estancia Basin, Projected 2013.
 Planting dates: May 15 - June 10
 Harvesting dates: September 1 - October 31

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
PINTO BEANS	\$16.00	20.00 CWT (BAGGED, CLEANED)						\$320.00	
TOTAL								\$320.00	
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
SEED	\$35.00	60 LBS	\$2,100.00						\$2,100.00
INSECTICIDE (FLY-ON)	\$11.85	1 ACRE	\$11.85						\$11.85
HERBICIDE	\$16.99	1 ACRE	\$16.99						\$16.99
PUMP WATER*		18 AC. IN.							
SUBTOTAL			\$2,128.84						\$2,128.84
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC (2X)	96 HP	0.34 HR		\$2.65	\$6.21	\$2.60	\$9.23	\$20.69	
LISTER	96 HP	0.18 HR		\$1.40	\$3.29	\$0.53	\$2.72	\$7.94	
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.13	\$0.00	\$1.18	\$16.93	
PLANTER	65 HP	0.26 HR		\$2.03	\$4.80	\$0.76	\$8.05	\$15.64	
CULTIVATOR (3X)	65 HP	0.63 HR		\$4.73	\$11.64	\$2.38	\$6.84	\$25.58	
IRRIGATE (2X)		1.00 HR		\$7.50	\$20.25	\$0.00	\$2.36	\$30.12	
SUBTOTAL		3.16 HR		\$23.93	\$56.32	\$6.26	\$30.39	\$116.91	
HARVEST OPERATIONS									
CUT	96 HP	0.50 HR		\$3.90	\$9.13	\$0.97	\$4.10	\$18.10	
RAKE	65 HP	0.24 HR		\$1.87	\$4.43	\$0.36	\$2.83	\$9.50	
COMBINE		0.31 HR		\$2.42	\$11.00	\$0.64	\$27.28	\$41.34	
CLEANING & BAGGING			\$60.00					\$60.00	
SUBTOTAL		1.05 HR	\$60.00	\$8.19	\$24.57	\$1.96	\$34.21	\$128.94	
OVERHEAD EXPENSES									
DOWNTIME		0.62 HR		\$4.80				\$4.80	
EMPLOYEE BENEFITS				\$3.85				\$3.85	
INSURANCE			\$0.39					\$0.39	
LAND TAXES							\$1.04	\$1.04	
SUPERVISION AND MANAGEMENT				\$15.93				\$15.93	
OTHER EXPENSES			\$128.52					\$128.52	
SUBTOTAL		0.62 HR	\$128.90	\$24.58			\$1.04	\$154.53	
TOTAL OPERATING EXPENSES		4.83 HR	\$2,317.74	\$56.71	\$80.89	\$8.23	\$65.65	\$2,529.22	
NET OPERATING PROFIT								(\$2,209.22)	
INTEREST ON OPERATING CAPITAL		(\$1,087.28 @	5.00%)				\$54.36	
INTEREST ON EQUIPMENT INVESTMENT								\$37.66	
RETURN TO LAND AND RISK								(\$2,301.24)	

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

BUDGET SUMMARY

GROSS RETURN	\$320.00		
VARIABLE OPERATING EXPENSES	\$2,406.86		
RETURN OVER VARIABLE EXPENSES	(\$2,086.86)	(GROSS MARGIN)	
FIXED EXPENSES	\$65.65		
NET FARM INCOME	(\$2,152.51)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$56.71		
NET OPERATING PROFIT	(\$2,209.22)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$92.02		
RETURN TO LAND AND RISK	(\$2,301.24)		

TABLE 10. Summary of per acre costs and returns for a 160 acre part-time, flood-irrigated farm, Estancia Basin, New Mexico, Projected 2013.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	CORN FOR GRAIN	PINTO BEANS
		TONS	BU	CWT
PRIMARY YIELD		4.00	120.00	20.00
PRIMARY PRICE		\$235.00	\$6.35	\$16.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00
SECOND INCOME		\$10.00	\$12.00	\$0.00
GROSS RETURN		\$950.00	\$774.00	\$320.00
CASH OPERATING EXPENSES				
SEED	\$130.00		\$75.88	\$2,100.00
FERTILIZER		\$87.22	\$121.60	
CHEMICALS		\$23.14	\$33.97	\$28.84
CROP INSURANCE			\$0.98	
OTHER PURCHASED INPUTS		\$12.74		
CANAL WATER				
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$21.47	\$21.20	\$54.11	\$50.52
FUEL-IRRIGATION	\$10.13	\$70.88	\$60.76	\$30.38
REPAIRS	\$4.42	\$1.34	\$8.91	\$8.23
CUSTOM CHARGES				\$60.00
LAND TAXES		\$1.04	\$1.04	\$1.04
OTHER EXPENSES	\$0.18	\$128.94	\$129.01	\$128.90
TOTAL CASH EXPENSES	\$166.19	\$346.51	\$486.27	\$2,407.91
RETURN OVER CASH EXPENSES	(\$166.19)	\$603.49	\$287.73	(\$2,087.91)
FIXED EXPENSES	\$84.66	\$111.06	\$130.79	\$64.60
TOTAL EXPENSES	\$250.85	\$457.58	\$617.05	\$2,472.51
NET FARM INCOME	(\$250.85)	\$492.42	\$156.95	(\$2,152.51)
LABOR AND MANAGEMENT COSTS	\$32.22	\$83.88	\$88.03	\$56.71
NET OPERATING PROFIT	(\$283.06)	\$408.55	\$68.92	(\$2,209.22)
CAPITAL COSTS				
INTEREST ON OPERATING CAPITAL		\$4.22	\$7.08	\$54.36
INTEREST ON EQUIPMENT INVESTMENT		\$20.88	\$58.96	\$37.66
TOTAL CAPITAL COSTS	\$0.00	\$25.10	\$66.04	\$92.02
RETURN TO LAND AND RISK	(\$283.06)	\$383.45	\$2.88	(\$2,301.24)
Flex Computation			192.63	-2,198.98

TABLE 11. Whole farm summary, Estancia Basin,
Projected 2013.

GROSS RETURNS		
ALFALFA HAY	40.00 ACRES	
CROP		\$37,600
GRAZING		\$400
CORN FOR GRAIN	51.00 ACRES	
CROP		\$38,862
GRAZING		\$612
DIRECT PAYMENT		\$0
PINTO BEANS	59.00 ACRES	
CROP		\$18,880
GROSS RETURN		<u>\$96,354</u>
CASH OPERATING EXPENSES		
SEED		\$128,810
FERTILIZER		\$9,690
CHEMICALS		\$4,360
CROP INSURANCE		\$50
OTHER PURCHASED INPUTS		\$509
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$6,760
FUEL-IRRIGATION		\$7,807
REPAIRS		\$1,029
CUSTOM CHARGES		\$3,540
LAND TAXES		\$157
OTHER EXPENSES		\$19,344
TOTAL CASH EXPENSES		<u>\$182,056</u>
RETURN OVER CASH EXPENSES		(\$85,702)
FIXED EXPENSES		\$13,337
TOTAL EXPENSES		\$195,393
NET FARM INCOME		(\$99,039)
LABOR AND MANAGEMENT COSTS		\$11,448
NET OPERATING PROFIT		(\$110,487)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$3,737
INTEREST ON EQUIPMENT INVESTMENT		\$6,064
TOTAL CAPITAL COSTS		<u>\$9,801</u>
RETURN TO LAND AND RISK		<u>(\$120,288)</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$750 /ACRE	(\$123,888)	-50.67%
\$1,000 /ACRE	(\$125,088)	-42.81%
\$1,250 /ACRE	(\$126,288)	-37.07%
\$1,500 /ACRE	(\$127,488)	-32.68%

* 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)