

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

BUDGET AREA..... PORTALES VALLEY, ROOSEVELT COUNTY			
FARM SIZE..... 320 ACRES			
IRRIGATION TYPE..... SPRINKLER			
NUMBER OF CROPS... 4			
WATER USE			
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
WHEAT	53.55	18	964
ARP	0.00		
FLEX IN WHEAT	9.45	18	170
CORN	52.70	30	1,581
ARP	0.00		
FLEX IN WHEAT	9.30	18	167
GRAIN SORGHUM	52.70	20	1,054
ARP	0.00		
FLEX IN WHEAT	9.30	18	167
PEANUTS	63.00	22	1,386
CORNERS, ROADS, HOMESTEAD	70.00		
TOTAL	320.00		5,490
ACRE FEET PER ACRE OF WATER RIGHTS			1.43

TABLE 2. Basic cost information for the Portales Valley, Roosevelt County,
Projected 2012.

Item			
Labor Wage Rate:			
Equipment operators		\$/hour	\$8.55
General & Irrigators		\$/hour	\$7.50
Purchased Inputs:			
Fertilizer:			
Nitrogen (N)		\$/pound	\$0.89
Phosphate (P205)		\$/pound	\$0.75
Seed:			
Wheat		\$/pound	\$0.50
Corn		\$/bag	\$237.50
Grain Sorghum		\$/pound	\$1.97
Peanuts		\$/pound	\$0.95
Energy:			
Natural gas (Gas NM)		\$/MCF	\$3.99
Diesel fuel		\$/gallon	\$3.00
Gasoline		\$/gallon	\$3.80
Electricity (SWPS)		cents/KwHr	11.68
LP Gas		\$/gallon	\$2.95
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	7.00%
Land Interest Rate		percent	6.00%
Equipment Interest Rate		percent	7.00%
Real Interest Rate		percent	3.00%
Land Taxes	\$89.00	/acre (full value)	\$0.71
Personal Property Tax Rate	- NR	\$/ \$1,000 (Assessed Value)	\$24.08
	- R		\$18.71
Supervision Factor		\$/labor hour	\$0.50
Management Rate		percent	7.00%

TABLE 3. Overhead cost information for the Portales Valley, Roosevelt County,
Projected 2012.

Item			
Electricity (Domestic & Shop)		\$242.00 per month	\$2,904
Telephone		\$121.00 per month	\$1,452
Accounting & Legal			\$1,773
Misc. Supplies & Hand Tools			\$2,668
Pickup and Auto			
miles	24,926	@ \$0.500 per mile	\$12,463
Insurance			
- general liability (non-employee)			\$1,912
- fire/theft			\$1,513
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$6,010
Building repairs and maintenance			\$1,452
Dues, fees, publications			\$436
Farmstead Equipment			\$182
Total			\$32,763
Total Per Planted Acre			\$133.56

TABLE 6. Wheat, sprinkler-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Projected 2012.

Planting Dates: August 20 - September 15

Harvest Dates: June 1 - June 25

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
WHEAT	\$6.50	60.00 BUSHELS		\$390.00
DIRECT PAYMENT	\$0.00	60.00 BUSHELS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00			\$0.00
GRAZING	\$40.00	1.00 ACRE		\$40.00
TOTAL				\$430.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.50	60 LBS	\$30.00		\$30.00
NITROGEN (N)	\$0.89	120 LBS	\$106.80		\$106.80
PHOSPHATE (P205)	\$0.75	40 LBS	\$30.00		\$30.00
INSECTICIDE (CUSTOM)	\$20.01	1 X/ACRE	\$20.01		\$20.01
PUMP WATER*		18 AC. IN.			
CROP INSURANCE	\$0.61		\$0.61		\$0.61
SUBTOTAL			\$187.42		\$187.42

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.28 HR		\$2.39	\$8.70	\$2.66	\$8.18	\$21.93
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.57	\$0.20	\$0.97	\$3.16
DRILL	126 HP	0.18 HR		\$1.54	\$5.64	\$0.90	\$8.98	\$17.06
IRRIGATE (6X)		0.60 HR		\$4.50	\$80.85	\$0.00	\$9.38	\$94.73
SUBTOTAL		1.11 HR		\$8.86	\$96.76	\$3.76	\$27.50	\$136.89

HARVEST OPERATIONS

COMBINE (CUSTOM)			\$22.30					\$22.30
HAUL (CUSTOM)			\$9.60					\$9.60
SUBTOTAL			\$31.90					\$31.90

OVERHEAD EXPENSES

DOWNTIME		0.13 HR		\$1.09				\$1.09
EMPLOYEE BENEFITS				\$1.59				\$1.59
INSURANCE			\$0.18					\$0.18
LAND TAXES							\$0.71	\$0.71
SUPERVISION AND MANAGEMENT				\$30.66				\$30.66
OTHER EXPENSES			\$133.56					\$133.56
SUBTOTAL		0.13 HR	\$133.74	\$33.34			\$0.71	\$167.79

TOTAL OPERATING EXPENSES 1.24 HR \$353.06 \$42.20 \$96.76 \$3.76 \$28.22 \$524.00

NET OPERATING PROFIT (\$94.00)

INTEREST ON OPERATING CAPITAL	(\$121.50	@	7.00%)			\$8.50
INTEREST ON EQUIPMENT INVESTMENT								\$14.82

RETURN TO LAND AND RISK (\$117.32)

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

BUDGET SUMMARY

GROSS RETURN		\$430.00		
VARIABLE OPERATING EXPENSES	\$453.58			
RETURN OVER VARIABLE EXPENSES		(\$23.58)	(GROSS MARGIN)	
FIXED EXPENSES	\$28.22			
NET FARM INCOME		(\$51.80)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$42.20			
NET OPERATING PROFIT		(\$94.00)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$23.32			
RETURN TO LAND AND RISK		(\$117.32)		

TABLE 7. Corn for grain, sprinkler-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Projected 2012.
 Planting Dates: April 25 - May 30
 Harvest Dates: November 1 - November 30

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
CORN FOR GRAIN	\$9.38	70.00 CWT		\$656.25
DIRECT PAYMENT	\$0.00	70.00 CWT	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT		\$0.00
GRAZING	\$15.00	1.00 ACRE		\$15.00
TOTAL				\$671.25

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$2.97	28 000	\$83.13		\$83.13
NITROGEN (N)	\$0.89	150 LBS	\$133.50		\$133.50
PHOSPHATE (P205)	\$0.75	60 LBS	\$45.00		\$45.00
HERBICIDE	\$16.96	1 X/ACRE	\$16.96		\$16.96
INSECTICIDE (CUSTOM)	\$20.01	2 X/ACRE	\$40.01		\$40.01
PUMP WATER*		30 AC. IN.			
CROP INSURANCE	\$0.95		\$0.95		\$0.95
SUBTOTAL			\$319.55		\$319.55

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$4.35	\$1.33	\$4.09	\$10.97
PLOW	185 HP	0.48 HR		\$4.10	\$14.92	\$5.16	\$15.31	\$39.49
DISC	185 HP	0.14 HR		\$1.20	\$4.35	\$1.33	\$4.09	\$10.97
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.57	\$0.20	\$0.97	\$3.16
SPRAY & DISC	185 HP	0.17 HR		\$1.45	\$5.28	\$1.73	\$6.14	\$14.61
PRE-IRRIGATE		0.10 HR		\$0.75	\$10.37	\$0.00	\$1.20	\$12.32
LISTER	126 HP	0.12 HR		\$1.03	\$3.76	\$0.80	\$4.14	\$9.72
ROD WEED	126 HP	0.08 HR		\$0.68	\$2.51	\$0.38	\$2.39	\$5.96
PLANT ER	185 HP	0.17 HR		\$1.45	\$5.28	\$1.33	\$9.48	\$17.55
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$8.15	\$1.84	\$7.15	\$19.36
IRRIGATE (12X)		1.20 HR		\$9.00	\$124.39	\$0.00	\$14.43	\$147.81
SUBTOTAL		2.91 HR		\$23.52	\$184.92	\$14.09	\$69.39	\$291.92

HARVEST OPERATIONS								
COMBINE (CUSTOM)			\$24.50					\$24.50
HAUL (CUSTOM)			\$12.60					\$12.60
SUBTOTAL			\$37.10					\$37.10

OVERHEAD EXPENSES								
DOWNTIME		0.20 HR		\$1.67				\$1.67
EMPLOYEE BENEFITS				\$4.23				\$4.23
INSURANCE			\$0.47					\$0.47
LAND TAXES						\$0.71		\$0.71
SUPERVISION AND MANAGEMENT				\$48.11				\$48.11
OTHER EXPENSES			\$133.56					\$133.56
SUBTOTAL		0.20 HR	\$134.03	\$54.01		\$0.71		\$188.76

TOTAL OPERATING EXPENSES 3.11 HR \$490.68 \$77.52 \$184.92 \$14.09 \$70.10 \$837.32

NET OPERATING PROFIT (\$166.07)

INTEREST ON OPERATING CAPITAL (\$212.62 @ 7.00%) \$14.88
 INTEREST ON EQUIPMENT INVESTMENT \$37.71

RETURN TO LAND AND RISK (\$218.67)

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

GROSS RETURN		\$671.25		
VARIABLE OPERATING EXPENSES	\$689.70			
RETURN OVER VARIABLE EXPENSES		(\$18.45)	(GROSS MARGIN)	
FIXED EXPENSES	\$70.10			
NET FARM INCOME		(\$88.55)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$77.52			
NET OPERATING PROFIT		(\$166.07)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$52.59			
RETURN TO LAND AND RISK		(\$218.67)		

TABLE 8. Grain sorghum, sprinkler-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Projected 2012.

Planting Dates: May 15 - June 10
Harvest Dates: October 15 - November 15

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
GRAIN SORGHUM	\$8.63	65.00 CWT		\$560.63
DIRECT PAYMENT	\$0.00	65.00 CWT	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT		\$0.00
GRAZING	\$9.00	1.00 ACRE		\$9.00
TOTAL				\$569.63

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.97	6 LBS	\$11.82		\$11.82
NITROGEN (N)	\$0.89	150 LBS	\$133.50		\$133.50
PHOSPHATE (P205)	\$0.75	40 LBS	\$30.00		\$30.00
HERBICIDE	\$16.96	1 ACRE	\$16.96		\$16.96
INSECTICIDE (CUSTOM)	\$20.01	1 ACRE	\$20.01		\$20.01
PUMP WATER*		20 AC. IN.			
CROP INSURANCE	\$0.95		\$0.95		\$0.95
SUBTOTAL			\$213.24		\$213.24

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$4.35	\$1.33	\$4.09	\$10.97
PLOW	185 HP	0.48 HR		\$4.10	\$14.92	\$5.16	\$15.31	\$39.49
DISC	185 HP	0.14 HR		\$1.20	\$4.35	\$1.33	\$4.09	\$10.97
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.57	\$0.20	\$0.97	\$3.16
DISC & SPRAY	185 HP	0.17 HR		\$1.45	\$5.28	\$1.73	\$6.14	\$14.61
LISTER	126 HP	0.12 HR		\$1.03	\$3.76	\$0.80	\$4.14	\$9.72
PRE-IRRIGATE		0.10 HR		\$0.75	\$8.17	\$0.00	\$0.95	\$9.86
ROD WEED	126 HP	0.08 HR		\$0.68	\$2.51	\$0.38	\$2.39	\$5.96
PLANTER	185 HP	0.17 HR		\$1.45	\$5.28	\$1.33	\$9.48	\$17.55
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$8.15	\$1.84	\$7.15	\$19.36
IRRIGATE (10X)		1.00 HR		\$7.50	\$81.67	\$0.00	\$9.47	\$98.64
SUBTOTAL		2.71 HR		\$22.02	\$140.01	\$14.09	\$64.18	\$240.29

HARVEST OPERATIONS

COMBINE (CUSTOM)			\$29.28					\$29.28
HAUL (CUSTOM)			\$12.35					\$12.35
SUBTOTAL			\$41.63					\$41.63

OVERHEAD EXPENSES

DOWNTIME		0.39 HR		\$3.36				\$3.36
EMPLOYEE BENEFITS				\$3.96				\$3.96
INSURANCE			\$0.44					\$0.44
LAND TAXES						\$0.71		\$0.71
SUPERVISION AND MANAGEMENT				\$41.16				\$41.16
OTHER EXPENSES			\$133.56					\$133.56
SUBTOTAL		0.39 HR	\$134.00	\$48.48			\$0.71	\$183.20

TOTAL OPERATING EXPENSES

3.10 HR \$388.87 \$70.49 \$140.01 \$14.09 \$64.89 \$678.36

NET OPERATING PROFIT

(\$108.73)

INTEREST ON OPERATING CAPITAL	(\$148.61	@	7.00%)			\$10.40
INTEREST ON EQUIPMENT INVESTMENT								\$34.73

RETURN TO LAND AND RISK

(\$153.86)

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

GROSS RETURN		\$569.63		
VARIABLE OPERATING EXPENSES	\$542.97			
RETURN OVER VARIABLE EXPENSES		\$26.66	(GROSS MARGIN)	
FIXED EXPENSES	\$64.89			
NET FARM INCOME		(\$38.24)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$70.49			
NET OPERATING PROFIT		(\$108.73)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$45.13			
RETURN TO LAND AND RISK		(\$153.86)		

TABLE 9. Peanuts, sprinkler-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Projected 2012.
 Planting Dates: May 10 - June 10
 Harvest Dates: October 10 - November 10

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
PEANUTS	\$0.15	2,600.00 LBS	\$393.90
TOTAL			\$393.90

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.95	100 LB	\$95.00		\$95.00
NITROGEN (N)	\$0.89	60 LB	\$53.40		\$53.40
PHOSPHATE (P205)	\$0.75	80 LB	\$60.00		\$60.00
HERBICIDE	\$16.96	1 X/ACRE	\$16.96		\$16.96
INSECTICIDE (CUSTOM)	\$20.01	1 X/ACRE	\$20.01		\$20.01
FUNGICIDE	\$37.67	1 X/ACRE	\$37.67		\$37.67
TRACE ELEMENTS	\$11.89	1 X/ACRE	\$11.89		\$11.89
PUMP WATER*		22 AC. IN.			
SUBTOTAL			\$294.93		\$294.93

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$4.35	\$1.33	\$4.09	\$10.97
PLOW	185 HP	0.48 HR		\$4.10	\$14.92	\$5.16	\$15.31	\$39.49
DISC	185 HP	0.14 HR		\$1.20	\$4.35	\$1.33	\$4.09	\$10.97
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.57	\$0.20	\$0.97	\$3.16
SPRAY & DISC	185 HP	0.17 HR		\$1.45	\$5.28	\$1.73	\$6.14	\$14.61
PRE-IRRIGATE		0.10 HR		\$0.75	\$8.98	\$0.00	\$1.04	\$10.78
LISTE R	126 HP	0.12 HR		\$1.03	\$3.76	\$0.80	\$4.14	\$9.72
PLANTER	126 HP	0.17 HR		\$1.45	\$5.28	\$1.33	\$9.48	\$17.55
APPLY FUNGICIDE (CUSTOM)			\$27.00					\$27.00
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$8.15	\$1.84	\$7.15	\$19.36
HAND HOE (CUSTOM)			\$12.00					\$12.00
IRRIGATE (10X)		1.00 HR		\$7.50	\$89.84	\$0.00	\$10.42	\$107.75
SUBTOTAL		2.63 HR	\$39.00	\$21.33	\$146.48	\$13.71	\$62.83	\$283.36
HARVEST OPERATIONS								
DIG AND INVERT	185 HP	0.24 HR		\$2.05	\$7.46	\$1.39	\$7.38	\$18.28
COMBINE PEANUTS	185 HP	0.80 HR		\$6.84	\$24.86	\$5.56	\$85.00	\$122.25
HAUL	126 HP	0.80 HR		\$6.84	\$25.08	\$3.29	\$23.39	\$58.59
SUBTOTAL		1.84 HR	\$0.00	\$15.73	\$57.40	\$10.24	\$115.77	\$199.13
OVERHEAD EXPENSES								
DOWNTIME		0.61 HR		\$5.22				\$5.22
EMPLOYEE BENEFITS				\$6.67				\$6.67
INSURANCE			\$0.74					\$0.74
LAND TAXES							\$0.71	\$0.71
SUPERVISION AND MANAGEMENT				\$29.42				\$29.42
OTHER EXPENSES			\$133.56					\$133.56
SUBTOTAL		0.61 HR	\$134.30	\$41.31			\$0.71	\$176.33
TOTAL OPERATING EXPENSES		5.08 HR	\$468.23	\$78.37	\$203.88	\$23.95	\$179.31	\$953.75
NET OPERATING PROFIT								(\$559.85)
INTEREST ON OPERATING CAPITAL		(\$193.15 @ 7.00%)						\$13.52
INTEREST ON EQUIPMENT INVESTMENT								\$95.66
RETURN TO LAND AND RISK								(\$669.03)

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

BUDGET SUMMARY

GROSS RETURN		\$393.90	
VARIABLE OPERATING EXPENSES	\$696.06		
RETURN OVER VARIABLE EXPENSES	(\$302.16)	(GROSS MARGIN)	
FIXED EXPENSES	\$179.31		
NET FARM INCOME	(\$481.47)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$78.37		
NET OPERATING PROFIT	(\$559.85)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$109.18		
RETURN TO LAND AND RISK	(\$669.03)		

TABLE 10. Summary of per acre costs and returns for a 320 acre farm with above average management, Roosevelt County, Projected 2012.

	WHEAT	CORN	GRAIN SORGHUM	PEANUTS
	BU	CWT	CWT	LBS
PRIMARY YIELD	60.00	70.00	65.00	2,600.00
PRIMARY PRICE	\$6.50	\$9.38	\$8.63	\$0.15
GOVERNMENT PAYMENTS	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME	\$40.00	\$15.00	\$9.00	\$0.00
GROSS RETURN	\$430.00	\$671.25	\$569.63	\$393.90
CASH OPERATING EXPENSES				
SEED	\$30.00	\$83.13	\$11.82	\$95.00
FERTILIZER	\$136.80	\$178.50	\$163.50	\$113.40
CHEMICALS	\$20.01	\$56.97	\$36.97	\$74.64
CROP INSURANCE	\$0.61	\$0.95	\$0.95	
OTHER PURCHASED INPUTS				\$11.89
CANAL WATER				
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$15.91	\$50.17	\$50.17	\$105.06
FUEL-IRRIGATION	\$80.85	\$134.75	\$89.84	\$98.82
REPAIRS	\$3.76	\$14.09	\$14.09	\$23.95
CUSTOM CHARGES	\$31.90	\$37.10	\$41.63	\$39.00
LAND TAXES	\$0.71	\$0.71	\$0.71	\$0.71
OTHER EXPENSES	\$133.74	\$134.03	\$134.00	\$134.30
TOTAL CASH EXPENSES	\$454.30	\$690.41	\$543.68	\$696.78
RETURN OVER CASH EXPENSES	(\$24.30)	(\$19.16)	\$25.94	(\$302.88)
FIXED EXPENSES	\$27.50	\$69.39	\$64.18	\$178.60
TOTAL EXPENSES	\$481.80	\$759.80	\$607.86	\$875.37
NET FARM INCOME	(\$51.80)	(\$88.55)	(\$38.24)	(\$481.47)
LABOR AND MANAGEMENT COSTS	\$42.20	\$77.52	\$70.49	\$78.37
NET OPERATING PROFIT	(\$94.00)	(\$166.07)	(\$108.73)	(\$559.85)
CAPITAL COSTS				
INTEREST ON OPERATING CAPITAL	\$8.50	\$14.88	\$10.40	\$13.52
INTEREST ON EQUIPMENT INVESTMENT	\$14.82	\$37.71	\$34.73	\$95.66
TOTAL CAPITAL COSTS	\$23.32	\$52.59	\$45.13	\$109.18
RETURN TO LAND AND RISK	(\$117.32)	(\$218.67)	(\$153.86)	(\$669.03)
Flex Computation	-75.00	-111.57	-54.95	

TABLE 11. Whole farm summary, Portales Valley, Roosevelt County,
Projected 2012.

GROSS RETURNS		
WHEAT	81.60 ACRES	
CROP		\$31,824
GRAZING		\$3,264
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
CORN FOR GRAIN	52.70 ACRES	
CROP		\$34,584
GRAZING		\$791
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
GRAIN SORGHUM	52.70 ACRES	
CROP		\$29,545
GRAZING		\$474
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
PEANUTS	63.00 ACRES	
CROP		\$24,816
GROSS RETURN		<u>\$125,298</u>
CASH OPERATING EXPENSES		
SEED		\$13,437
FERTILIZER		\$36,330
CHEMICALS		\$11,285
CROP INSURANCE		\$150
OTHER PURCHASED INPUTS		\$749
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$13,205
FUEL-IRRIGATION		\$24,659
REPAIRS		\$3,301
CUSTOM CHARGES		\$9,209
LAND TAXES		\$179
OTHER EXPENSES		\$33,500
TOTAL CASH EXPENSES		<u>\$146,005</u>
RETURN OVER CASH EXPENSES		(\$20,707)
FIXED EXPENSES		\$20,535
TOTAL EXPENSES		\$166,539
NET FARM INCOME		(\$41,242)
LABOR AND MANAGEMENT COSTS		\$16,182
NET OPERATING PROFIT		(\$57,423)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$2,878
INTEREST ON EQUIPMENT INVESTMENT		\$11,053
TOTAL CAPITAL COSTS		<u>\$13,932</u>
RETURN TO LAND AND RISK		<u>(\$71,355)</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$500 /ACRE	(\$76,155)	-18.32%
\$750 /ACRE	(\$78,555)	-14.60%
\$1,000 /ACRE	(\$80,955)	-12.13%
\$1,250 /ACRE	(\$83,355)	-10.38%
\$1,500 /ACRE	(\$85,755)	-9.07%
\$1,750 /ACRE	(\$88,155)	-8.05%
\$2,000 /ACRE	(\$90,555)	-7.24%

* 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)