

TABLE 1. Acreage Summary, Chaves County, Roswell-Hagerman Area, Projected 2012.

BUDGET AREA..... ROSWELL-HAGERMAN AREA, CHAVES COUNTY			
FARM SIZE..... 640 ACRES			
IRRIGATION TYPE..... FLOOD			
NUMBER OF CROPS..... 6			
		WATER USE	
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	60.00 *	16	960
ALFALFA	300.00	54	16,200
WHEAT	51.00	28	1,428
ARP	0.00		
FLEX IN OAT HAY	9.00	28	252
OAT HAY	60.00	21	1,260
PICKER COTTON	51.00	28	1,428
ARP	0.00		
FLEX IN OAT HAY	9.00	28	252
STRIPPER COTTON	51.00	28	1,428
ARP	0.00		
FLEX IN OAT HAY	9.00	28	252
CORN SILAGE	60.00	48	2,880
ROADS, DITCHES, HOMESTEAD	40.00		
TOTAL	640.00		26,340
ACRE FEET PER ACRE OF WATER RIGHTS			3.43

\* DOUBLE-CROPPED

TABLE 2. Basic cost information for the Roswell-Hagerman area, Chaves 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:		
Alfalfa	\$/pound	\$6.50
Wheat	\$/pound	\$0.50
Cotton picker	\$/pound	\$8.00
stripper	\$/pound	\$8.00
Oat	\$/pound	\$0.46
Corn	\$/bag	\$237.50
Plastic Twine:	\$/roll	\$0.57
Natural gas (service charge)	\$/MCF	\$4.00
	\$/month	\$8.00
Diesel fuel	\$/gallon	\$3.00
Gasoline	\$/gallon	\$3.80
Electricity	cents/KwHr	7.84
LP Gas	\$/gallon	\$2.65
Employee Liability Insurance	\$/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	\$185.00 /acre (full value)	\$1.08
Personal Property Tax Rate - NR	\$/1,000 (Assessed Value)	\$17.47
- R		\$19.20
Supervision Factors		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equipment & General	\$/labor hour	\$0.50
Management Rate	percent	7.00%

TABLE 3. Overhead cost information for Roswell-Hagerman area, Chaves County, Projected 2012.

Item		
Electricity (Domestic & Shop)		\$237.16 per month
Telephone		\$118.58 per month
Accounting & Legal		\$1,682
Misc. Supplies & Hand Tools		\$2,530
Pickup and Auto		
miles	24,200 @	\$0.500 per mile
Insurance		
- general liability (non-employee)		\$1,838
- fire/theft		\$1,452
Property Taxes		
- non-planted land		\$0
- other than land & machinery		\$0
Building repairs and maintenance		\$1,389
Dues, fees, publications		\$424
Farmstead Equipment		\$180
Total		\$25,864
Total Per Planted Acre		\$43.11



TABLE 6. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Projected 2012.

Planting dates: September 1 - September 31

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL	
<b>PURCHASED INPUTS</b>									
SEED	\$6.50	30.00 LBS		\$195.00				\$195.00	
INSECTICIDE (CUSTOM)	\$13.38	1 ACRE		\$13.38				\$13.38	
PUMP WATER*		16.00 AC. IN.							
SUBTOTAL				\$208.38				\$208.38	
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	145 HP	0.17 HR		\$1.45	\$8.41	\$1.89	\$2.69	\$14.45	
PLOW	145 HP	0.48 HR		\$4.10	\$11.88	\$4.94	\$6.55	\$27.47	
DISC (2X)	145 HP	0.34 HR		\$2.91	\$8.41	\$3.77	\$5.38	\$20.48	
PLANE (2X)	130 HP	0.48 HR		\$4.10	\$11.88	\$1.95	\$12.83	\$30.76	
DRILL	96 HP	0.21 HR		\$1.80	\$4.86	\$0.65	\$2.93	\$10.23	
DITCHER (2X)	130 HP	0.10 HR		\$0.86	\$2.47	\$0.40	\$2.01	\$5.75	
IRRIGATE (2X)		1.00 HR		\$7.50	\$24.07	\$0.00	\$2.12	\$33.69	
SUBTOTAL		2.78 HR		\$22.72	\$71.99	\$13.61	\$34.51	\$142.83	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.45 HR		\$3.80				\$3.80	
EMPLOYEE BENEFITS				\$4.09				\$4.09	
INSURANCE				\$0.45				\$0.45	
SUPERVISION AND MANAGEMENT				\$26.42				\$26.42	
SUBTOTAL		0.45 HR		\$0.45	\$34.32			\$34.77	
<b>TOTAL OPERATING EXPENSES</b>		3.23 HR		\$208.83	\$57.04	\$71.99	\$13.61	\$34.51	\$385.98

TABLE 7. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Projected 2012.  
Harvesting dates: May 20 - October 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$275.00	6.5 TONS (DELIVERED)						\$1,787.50
TOTAL								\$1,787.50
<b>PURCHASED INPUTS</b>								
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
FERTILIZER (10-26-10)	\$0.41	200 LBS	\$82.00					\$82.00
INSECTICIDE (CUSTOM)	\$44.48	1 ACRE	\$44.48					\$44.48
HERBICIDE (CUSTOM)	\$28.11	1 ACRE	\$28.11					\$28.11
PLASTIC TWINE	\$0.57	170 FT/TON	\$0.16					\$0.16
ESTABLISHMENT: Principal		5 YEARS					\$77.20	\$77.20
Interest							\$15.43	\$15.43
PUMP WATER*		54 AC. IN.						
SUBTOTAL			\$154.75				\$92.62	\$247.37
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (6X)		3.00 HR		\$22.50	\$81.23	\$0.00	\$7.17	\$110.90
SUBTOTAL		3.00 HR		\$22.50	\$81.23	\$0.00	\$7.17	\$110.90
<b>HARVEST OPERATIONS</b>								
SWATHER (5X)	14 FT	0.55 HR		\$4.70	\$6.18	\$0.80	\$11.78	\$23.45
RAKE (5X)	96 HP	0.25 HR		\$2.14	\$5.79	\$0.76	\$1.96	\$10.64
BALER (5X)	145 HP	0.35 HR		\$2.99	\$8.66	\$2.00	\$22.29	\$35.95
FRONT END LOADER (5X)	130 HP	0.25 HR		\$2.14	\$6.19	\$1.78	\$4.51	\$14.62
HAUL	SEMI	0.50 HR		\$4.28	\$0.00	\$1.40	\$9.31	\$14.98
SUBTOTAL		1.90 HR		\$16.25	\$26.81	\$6.74	\$49.84	\$99.64
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.48 HR		\$4.06				\$4.06
EMPLOYEE BENEFITS				\$6.97				\$6.97
INSURANCE			\$0.77					\$0.77
LAND TAXES							\$1.08	\$1.08
SUPERVISION AND MANAGEMENT				\$129.08				\$129.08
OTHER EXPENSES			\$43.11					\$43.11
SUBTOTAL		0.48 HR	\$43.88	\$140.11			\$1.08	\$185.07
TOTAL OPERATING EXPENSES		5.38 HR	\$198.63	\$178.86	\$108.04	\$6.74	\$150.71	\$642.97
NET OPERATING PROFIT								\$1,144.53
INTEREST ON OPERATING CAPITAL		( \$100.48 @	7.00%	)				\$7.03
INTEREST ON EQUIPMENT INVESTMENT								\$29.78
RETURN TO LAND AND RISK								\$1,107.71

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

BUDGET SUMMARY

GROSS RETURN		\$1,787.50	
VARIABLE OPERATING EXPENSES	\$313.41		
RETURN OVER VARIABLE EXPENSES		\$1,474.09	(GROSS MARGIN)
FIXED EXPENSES	\$150.71		
NET FARM INCOME		\$1,323.38	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$178.86		
NET OPERATING PROFIT		\$1,144.53	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$36.81		
RETURN TO LAND AND RISK		\$1,107.71	

TABLE 8. Wheat, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Projected 2012.  
Planting dates: August 15 - November 1  
Harvesting dates: June 15 - July 1

ITEM	PRICE	YIELD	BASE					TOTAL
<b>GROSS RETURNS</b>								
WHEAT	\$10.83	40.00 CWT						\$433.33
DIRECT PAYMENT	\$0.00	40.00 CWT	0.85					\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00							\$0.00
GRAZING	\$44.00	1.00 ACRE						\$44.00
<b>TOTAL</b>								<b>\$477.33</b>
<b>PURCHASED INPUTS</b>								
	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
SEED	\$0.50	100 LBS	\$50.00					\$50.00
NITROGEN (N)	\$0.89	150 LBS	\$133.50					\$133.50
PHOSPHATE (P205)	\$0.75	50 LBS	\$37.50					\$37.50
INSECTICIDE	\$19.17	1 ACRE	\$19.17					\$19.17
PUMP WATER*		28 AC. IN.						
CROP INSURANCE	\$0.98		\$0.98					\$0.98
<b>SUBTOTAL</b>			<b>\$241.15</b>					<b>\$241.15</b>
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	145 HP	0.48 HR		\$4.10	\$11.88	\$4.94	\$6.55	\$27.47
DISC (2X)	145 HP	0.34 HR		\$2.91	\$8.41	\$3.77	\$5.38	\$20.48
FERTILIZE	DEALER APPLIED							
DRILL	96 HP	0.21 HR		\$1.80	\$4.86	\$0.65	\$2.93	\$10.23
DITCHER (2X)	130 HP	0.10 HR		\$0.86	\$2.47	\$0.40	\$2.01	\$5.75
IRRIGATE (4X)		2.00 HR		\$15.00	\$42.12	\$0.00	\$3.72	\$60.84
<b>SUBTOTAL</b>		<b>3.13 HR</b>		<b>\$24.66</b>	<b>\$69.75</b>	<b>\$9.77</b>	<b>\$20.59</b>	<b>\$124.77</b>
<b>HARVEST OPERATIONS</b>								
COMBINE (CUSTOM)			\$28.04					\$28.04
HAUL (CUSTOM)			\$6.80					\$6.80
<b>SUBTOTAL</b>			<b>\$34.84</b>					<b>\$34.84</b>
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.28 HR		\$2.42				\$2.42
EMPLOYEE BENEFITS				\$4.44				\$4.44
INSURANCE			\$0.49					\$0.49
LAND TAXES							\$1.08	\$1.08
SUPERVISION AND MANAGEMENT				\$35.93				\$35.93
OTHER EXPENSES			\$43.11					\$43.11
<b>SUBTOTAL</b>		<b>0.28 HR</b>	<b>\$43.60</b>	<b>\$42.78</b>			<b>\$1.08</b>	<b>\$87.46</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>3.41 HR</b>	<b>\$319.59</b>	<b>\$67.44</b>	<b>\$69.75</b>	<b>\$9.77</b>	<b>\$21.66</b>	<b>\$488.22</b>
<b>NET OPERATING PROFIT</b>								<b>(\$10.89)</b>
INTEREST ON OPERATING CAPITAL		( \$143.36 @	7.00%	)				\$10.04
INTEREST ON EQUIPMENT INVESTMENT								\$11.98
<b>RETURN TO LAND AND RISK</b>								<b>(\$32.91)</b>

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

**BUDGET SUMMARY**

GROSS RETURN		\$477.33	
VARIABLE OPERATING EXPENSES	\$399.11		
RETURN OVER VARIABLE EXPENSES		\$78.22	(GROSS MARGIN)
FIXED EXPENSES	\$21.66		
NET FARM INCOME		\$56.56	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$67.44		
NET OPERATING PROFIT		(\$10.89)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$22.02		
RETURN TO LAND AND RISK		(\$32.91)	

TABLE 9. Oat hay, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Projected 2012.  
 Planting dates: February 15 - April 1  
 Harvesting dates: June 15 - July 1

ITEM	PRICE	YIELD						TOTAL		
GROSS RETURNS										
OAT HAY	\$225.00	5.00 TONS (DELIVERED)						\$1,125.00		
TOTAL								\$1,125.00		
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST	TOTAL			
SEED	\$0.46	80 LBS		\$36.80			\$36.80			
NITROGEN (N)	\$0.89	85 LBS		\$75.65			\$75.65			
PUMP WATER*		21 AC. IN.								
SUBTOTAL				\$112.45			\$112.45			
PREHARVEST OPERATIONS		POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC (2X)	145 HP	0.34 HR			\$2.91	\$8.41	\$3.77	\$5.38	\$20.48	
DRILL	96 HP	0.21 HR			\$1.80	\$4.86	\$0.65	\$2.93	\$10.23	
DITCHER (2X)	130 HP	0.05 HR			\$0.43	\$1.24	\$0.20	\$1.01	\$2.87	
IRRIGATE (3X)		1.50 HR			\$11.25	\$31.59	\$0.00	\$2.79	\$45.63	
SUBTOTAL		2.10 HR			\$16.38	\$46.10	\$4.63	\$12.11	\$79.21	
HARVEST OPERATIONS										
SWATHER	14 FT	0.16 HR			\$1.37	\$1.80	\$0.23	\$3.43	\$6.82	
RAKE	96 HP	0.05 HR			\$0.43	\$1.16	\$0.15	\$0.39	\$2.13	
BALER	145 HP	0.05 HR			\$0.43	\$1.24	\$0.29	\$3.18	\$5.14	
FRONT END LOADER	130 HP	0.05 HR			\$0.43	\$1.24	\$0.36	\$0.90	\$2.92	
HAUL	SEMI	0.50 HR			\$4.28	\$0.00	\$1.40	\$9.31	\$14.98	
SUBTOTAL		0.81 HR			\$6.93	\$5.43	\$2.43	\$17.21	\$31.99	
OVERHEAD EXPENSES										
DOWNTIME		0.35 HR			\$3.01				\$3.01	
EMPLOYEE BENEFITS					\$4.19				\$4.19	
INSURANCE				\$0.47					\$0.47	
LAND TAXES							\$1.08		\$1.08	
SUPERVISION AND MANAGEMENT					\$80.93				\$80.93	
OTHER EXPENSES				\$43.11					\$43.11	
SUBTOTAL		0.35 HR			\$43.57	\$88.14		\$1.08	\$132.79	
TOTAL OPERATING EXPENSES		3.26 HR			\$156.02	\$111.44	\$51.53	\$7.05	\$30.39	\$356.44
NET OPERATING PROFIT									\$768.56	
INTEREST ON OPERATING CAPITAL		( \$69.56 @ 7.00% )							\$4.87	
INTEREST ON EQUIPMENT INVESTMENT									\$14.54	
RETURN TO LAND AND RISK									\$749.14	

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

BUDGET SUMMARY

GROSS RETURN		\$1,125.00	
VARIABLE OPERATING EXPENSES	\$214.61		
RETURN OVER VARIABLE EXPENSES		\$910.39	(GROSS MARGIN)
FIXED EXPENSES	\$30.39		
NET FARM INCOME		\$880.00	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$111.44		
NET OPERATING PROFIT		\$768.56	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$19.41		
RETURN TO LAND AND RISK		\$749.14	

TABLE 10. Upland cotton (picker), flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Projected 2012.  
 Planting dates: April 15 - June 1  
 Harvesting dates: October 1 - December 31

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
COTTON LINT	\$0.85	750 LBS		\$637.50
COTTON SEED	\$0.07	1,200 LBS		\$84.00
DIRECT PAYMENT	\$0.0000	750 LBS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.1373	750 LBS	0.85	\$87.53
TOTAL				\$809.03

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$8.00	20 LBS	\$160.00		\$160.00
NITROGEN (N)	\$0.89	32 LBS	\$28.48		\$28.48
PHOSPHATE (P205)	\$0.75	40 LBS	\$30.00		\$30.00
HERBICIDE	\$15.88	1 ACRE	\$15.88		\$15.88
HERBICIDE (CUSTOM)	\$16.96	1 ACRE	\$16.96		\$16.96
INSECTICIDE (CUSTOM) 2X	\$37.15	1 ACRE	\$37.15		\$37.15
CROP INSURANCE			\$0.98		\$0.98
PUMP WATER*		28 AC. IN.			
SUBTOTAL			\$289.45		\$289.45

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	145 HP	0.17 HR		\$1.45	\$4.21	\$1.89	\$2.69	\$10.24
FLOW	145 HP	0.48 HR		\$4.10	\$11.88	\$4.94	\$6.55	\$27.47
FLOAT	130 HP	0.16 HR		\$1.37	\$3.96	\$0.64	\$2.73	\$8.69
FERTILIZE	DEALER APPLIED							
LISTER	130 HP	0.18 HR		\$1.54	\$4.45	\$1.07	\$4.01	\$11.08
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.53	\$0.00	\$0.93	\$17.08
CULT & SPRAY	96 HP	0.26 HR		\$2.22	\$6.02	\$1.36	\$2.59	\$12.18
PLANTER	130 HP	0.26 HR		\$2.22	\$6.43	\$1.46	\$8.13	\$18.24
CULTIVATOR (3X)	96 HP	0.63 HR		\$5.39	\$14.58	\$2.87	\$3.41	\$26.24
HAND HOE (CUSTOM)			\$20.00					\$20.00
DITCHER (2X)	130 HP	0.10 HR		\$0.86	\$2.47	\$0.40	\$2.01	\$5.75
IRRIGATE (3X)		1.50 HR		\$11.25	\$31.59	\$0.00	\$2.79	\$45.63
SUBTOTAL		4.49 HR	\$20.00	\$36.03	\$96.12	\$14.62	\$35.83	\$202.60

HARVEST OPERATIONS								
COTTON PICKER (2X)	2-ROW	1.24 HR		\$10.60	\$22.50	\$8.87	\$121.97	\$163.94
HAUL (2X)	65 HP	1.00 HR		\$8.55	\$23.14	\$2.12	\$9.27	\$43.08
GIN COTTON (CUSTOM)			\$123.60					\$123.60
SUBTOTAL		2.24 HR	\$123.60	\$19.15	\$45.64	\$10.99	\$131.24	\$330.62

POSTHARVEST OPERATIONS								
SHREDDER	96 HP	0.14 HR		\$1.20	\$3.46	\$0.60	\$3.07	\$8.33
SUBTOTAL		0.14 HR		\$1.20	\$3.46	\$0.60	\$3.07	\$8.33

OVERHEAD EXPENSES								
DOWNTIME		1.16 HR		\$9.88				\$9.88
EMPLOYEE BENEFITS				\$10.15				\$10.15
INSURANCE			\$1.13					\$1.13
LAND TAXES						\$1.08		\$1.08
SUPERVISION AND MANAGEMENT				\$61.14				\$61.14
OTHER EXPENSES			\$43.11					\$43.11
SUBTOTAL		1.16 HR	\$44.23	\$81.16		\$1.08		\$126.48

TOTAL OPERATING EXPENSES 8.03 HR \$477.28 \$137.54 \$145.23 \$26.21 \$171.22 \$957.48

NET OPERATING PROFIT (\$148.45)

INTEREST ON OPERATING CAPITAL ( \$177.47 @ 7.00% ) \$12.42  
 INTEREST ON EQUIPMENT INVESTMENT \$14.54

RETURN TO LAND AND RISK (\$175.42)

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

GROSS RETURN		\$809.03		
VARIABLE OPERATING EXPENSES	\$648.72			
RETURN OVER VARIABLE EXPENSES		\$160.31	(GROSS MARGIN)	
FIXED EXPENSES	\$171.22			
NET FARM INCOME		(\$10.91)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$137.54			
NET OPERATING PROFIT		(\$148.45)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$26.97			
RETURN TO LAND AND RISK		(\$175.42)		

TABLE 11. Upland cotton (stripper), flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Projected 2012.  
 Planting dates: April 15 - June 1  
 Harvesting dates: October 1 - December 31

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
COTTON LINT	\$0.81	750 LBS		\$607.50
COTTON SEED	\$0.07	1,200 LBS		\$84.00
DIRECT PAYMENT	\$0.0000	750 LBS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.1373	750 LBS	0.85	\$87.53
<b>TOTAL</b>				<b>\$779.03</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$8.00	25 LBS	\$200.00		\$200.00
NITROGEN (N)	\$0.89	32 LBS	\$28.48		\$28.48
PHOSPHATE (P205)	\$0.75	40 LBS	\$30.00		\$30.00
HERBICIDE	\$15.88	1 ACRE	\$15.88		\$15.88
HERBICIDE (CUSTOM)	\$15.82	1 ACRE	\$15.82		\$15.82
INSECTICIDE (CUSTOM) 2X	\$35.20	1 X/ACRE	\$35.20		\$35.20
CROP INSURANCE			\$0.98		\$0.98
PUMP WATER*		28 AC. IN.			
<b>SUBTOTAL</b>			<b>\$326.37</b>		<b>\$326.37</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	145 HP	0.17 HR		\$1.45	\$4.21	\$1.89	\$2.69	\$10.24
FLOW	145 HP	0.48 HR		\$4.10	\$11.88	\$4.94	\$6.55	\$27.47
FLOAT	130 HP	0.16 HR		\$1.37	\$3.96	\$0.64	\$2.73	\$8.69
FERTILIZE	DEALER APPLIED							
LISTER	130 HP	0.18 HR		\$1.54	\$4.45	\$1.07	\$4.01	\$11.08
PRE-IRRIGATE		0.75 HR		\$5.63	\$10.53	\$0.00	\$0.93	\$17.08
CULT & SPRAY	96 HP	0.26 HR		\$2.22	\$6.02	\$1.36	\$2.59	\$12.18
PLANTER	130 HP	0.26 HR		\$2.22	\$6.43	\$1.46	\$8.13	\$18.24
CULTIVATOR (3X)	96 HP	0.63 HR		\$5.39	\$14.58	\$2.87	\$3.41	\$26.24
HAND HOE (CUSTOM)			\$20.00					\$20.00
DITCHER (2X)	130 HP	0.10 HR		\$0.86	\$2.47	\$0.40	\$2.01	\$5.75
IRRIGATE (3X)		1.50 HR		\$11.25	\$31.59	\$0.00	\$2.79	\$45.63
<b>SUBTOTAL</b>		<b>4.49 HR</b>	<b>\$20.00</b>	<b>\$36.03</b>	<b>\$96.12</b>	<b>\$14.62</b>	<b>\$35.83</b>	<b>\$202.60</b>

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COTTON STRIPPER	96 HP	1.24 HR		\$10.60	\$30.69	\$6.06	\$33.84	\$81.20
HAUL	130 HP	1.50 HR		\$12.83	\$34.71	\$3.18	\$13.91	\$64.62
GIN COTTON (CUSTOM)			\$159.08					\$159.08
<b>SUBTOTAL</b>		<b>2.74 HR</b>	<b>\$159.08</b>	<b>\$23.43</b>	<b>\$65.40</b>	<b>\$9.25</b>	<b>\$47.75</b>	<b>\$304.90</b>

POSTHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	130 HP	0.14 HR		\$1.20	\$3.46	\$0.60	\$3.07	\$8.33
<b>SUBTOTAL</b>		<b>0.14 HR</b>		<b>\$1.20</b>	<b>\$3.46</b>	<b>\$0.60</b>	<b>\$3.07</b>	<b>\$8.33</b>

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	1.28 HR		\$10.94				\$10.94
EMPLOYEE BENEFITS			\$10.92				\$10.92
INSURANCE		\$1.21					\$1.21
LAND TAXES						\$1.08	\$1.08
SUPERVISION AND MANAGEMENT			\$59.29				\$59.29
OTHER EXPENSES		\$43.11					\$43.11
<b>SUBTOTAL</b>	<b>1.28 HR</b>	<b>\$44.32</b>	<b>\$81.15</b>			<b>\$1.08</b>	<b>\$126.55</b>

TOTAL OPERATING EXPENSES 8.65 HR \$549.76 \$141.80 \$164.99 \$24.47 \$87.73 \$968.75

NET OPERATING PROFIT (\$189.72)

INTEREST ON OPERATING CAPITAL ( \$197.43 @ 7.00% ) \$13.82  
 INTEREST ON EQUIPMENT INVESTMENT \$44.24

**RETURN TO LAND AND RISK (\$247.78)**

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

GROSS RETURN		\$779.03	
VARIABLE OPERATING EXPENSES	\$739.21		
RETURN OVER VARIABLE EXPENSES		\$39.82	(GROSS MARGIN)
FIXED EXPENSES	\$87.73		
NET FARM INCOME		(\$47.92)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$141.80		
NET OPERATING PROFIT		(\$189.72)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$58.06		
RETURN TO LAND AND RISK		(\$247.78)	



TABLE 12. Corn silage, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Projected 2012.  
 Planting dates: April 1 - April 15  
 Harvesting dates: August 1 - August 31

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
CORN FOR SILAGE	\$48.00	STANDING	25.0	TONS				\$1,200.00
TOTAL								\$1,200.00
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$2.97	32 000		\$95.00				\$95.00
NITROGEN (N)	\$0.89	200 LBS		\$178.00				\$178.00
INSECTICIDE (CUSTOM) 2X	\$44.42	1 ACRE		\$44.42				\$44.42
CROP INSURANCE		400 DOLLARS		\$20.00				\$20.00
PUMP WATER*		48 AC. IN.						
SUBTOTAL				\$337.42				\$337.42
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	145 HP	0.17 HR		\$1.45	\$4.21	\$1.89	\$2.69	\$10.24
PLOW	145 HP	0.48 HR		\$4.10	\$11.88	\$4.94	\$6.55	\$27.47
FLOAT	130 HP	0.16 HR		\$1.37	\$3.96	\$0.64	\$2.73	\$8.69
FERTILIZE	DEALER APPLIED							
LISTER	130 HP	0.18 HR		\$1.54	\$4.45	\$1.07	\$4.01	\$11.08
PRE-IRRIGATE		0.75 HR		\$5.63	\$12.03	\$0.00	\$1.06	\$18.72
CULT & SPRAY	96 HP	0.26 HR		\$2.22	\$6.02	\$1.36	\$2.59	\$12.18
PLANTER	130 HP	0.26 HR		\$2.22	\$6.43	\$1.46	\$8.13	\$18.24
CULTIVATOR (2X)	96 HP	0.42 HR		\$3.59	\$9.72	\$1.91	\$2.27	\$17.49
DITCHER (2X)	130 HP	0.10 HR		\$0.86	\$2.47	\$0.40	\$2.01	\$5.75
IRRIGATE (5X)		2.50 HR		\$18.75	\$60.17	\$0.00	\$5.31	\$84.23
SUBTOTAL		5.28 HR		\$41.73	\$121.35	\$13.67	\$37.35	\$214.10
OVERHEAD EXPENSES								
DOWNTIME		0.51 HR		\$4.57				\$4.57
EMPLOYEE BENEFITS				\$7.51				\$7.51
INSURANCE			\$0.83					\$0.83
LAND TAXES						\$1.08		\$1.08
SUPERVISION AND MANAGEMENT				\$88.22				\$88.22
OTHER EXPENSES			\$43.11					\$43.11
SUBTOTAL		0.51 HR	\$43.94	\$100.29			\$1.08	\$145.31
TOTAL OPERATING EXPENSES		5.79 HR	\$381.36	\$142.03	\$121.35	\$13.67	\$38.43	\$696.83
NET OPERATING PROFIT								\$503.17
INTEREST ON OPERATING CAPITAL		( \$202.46 @ 7.00% )						\$14.17
INTEREST ON EQUIPMENT INVESTMENT								\$20.04
RETURN TO LAND AND RISK								\$468.96

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

GROSS RETURN		\$1,200.00	
VARIABLE OPERATING EXPENSES	\$516.37		
RETURN OVER VARIABLE EXPENSES	\$683.63	(GROSS MARGIN)	
FIXED EXPENSES	\$38.43		
NET FARM INCOME	\$645.20	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$142.03		
NET OPERATING PROFIT	\$503.17	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$34.21		
RETURN TO LAND AND RISK	\$468.96		

TABLE 13. Summary of per acre costs and returns for a 640 acre farm with above average management, Roswell-Hagerman area, Chaves County, Projected 2012.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	WHEAT	OAT HAY	PICKER COTTON	STRIPPER COTTON	CORN SILAGE
		TONS	CWT	TONS	LBS	LBS	TONS
PRIMARY YIELD		6.50	40.00	5.00	750.00	750.00	25.00
PRIMARY PRICE		\$275.00	\$275.00	\$225.00	\$0.85	\$0.81	\$48.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$87.53	\$87.53	\$0.00
SECOND INCOME		\$0.00	\$44.00	\$0.00	\$84.00	\$84.00	\$0.00
GROSS RETURN		\$1,787.50	\$477.33	\$1,125.00	\$809.03	\$779.03	\$1,200.00
CASH OPERATING EXPENSES							
SEED	\$195.00		\$50.00	\$36.80	\$160.00	\$200.00	\$95.00
FERTILIZER		\$82.00	\$171.00	\$75.65	\$58.48	\$58.48	\$178.00
CHEMICALS	\$13.38	\$72.59	\$19.17		\$69.99	\$66.91	\$44.42
CROP INSURANCE			\$0.98		\$0.98	\$0.98	\$20.00
OTHER PURCHASED INPUTS		\$0.16					
CANAL WATER							
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$47.92	\$26.81	\$27.63	\$19.94	\$103.11	\$122.86	\$49.14
FUEL-IRRIGATION	\$24.07	\$81.23	\$42.12	\$31.59	\$42.12	\$42.12	\$72.21
REPAIRS	\$13.61	\$6.74	\$9.77	\$7.05	\$26.21	\$24.47	\$13.67
CUSTOM CHARGES			\$34.84		\$143.60	\$179.08	
LAND TAXES		\$1.08	\$1.08	\$1.08	\$1.08	\$1.08	\$1.08
OTHER EXPENSES	\$0.45	\$43.88	\$43.60	\$43.57	\$44.23	\$44.32	\$43.94
TOTAL CASH EXPENSES	\$294.43	\$314.49	\$400.19	\$215.68	\$649.80	\$740.29	\$517.45
RETURN OVER CASH EXPENSES	(\$294.43)	\$1,473.01	\$77.14	\$909.32	\$159.23	\$38.74	\$682.55
FIXED EXPENSES	\$34.51	\$149.63	\$20.59	\$29.32	\$170.14	\$86.65	\$37.35
TOTAL EXPENSES	\$328.94	\$464.12	\$420.78	\$245.00	\$819.94	\$826.94	\$554.80
NET FARM INCOME	(\$328.94)	\$1,323.38	\$56.56	\$880.00	(\$10.91)	(\$47.92)	\$645.20
LABOR AND MANAGEMENT COSTS	\$57.04	\$178.86	\$67.44	\$111.44	\$137.54	\$141.80	\$142.03
NET OPERATING PROFIT	(\$385.98)	\$1,144.53	(\$10.89)	\$768.56	(\$148.45)	(\$189.72)	\$503.17
CAPITAL COSTS							
INTEREST ON OPERATING CAPITAL		\$7.03	\$10.04	\$4.87	\$12.42	\$13.82	\$14.17
INTEREST ON EQUIPMENT INVESTMENT		\$29.78	\$11.98	\$14.54	\$14.54	\$44.24	\$20.04
TOTAL CAPITAL COSTS	\$0.00	\$36.81	\$22.02	\$19.41	\$26.97	\$58.06	\$34.21
RETURN TO LAND AND RISK	(\$385.98)	\$1,107.71	(\$32.91)	\$749.14	(\$175.42)	(\$247.78)	\$468.96

TABLE 14. Whole farm summary, Roswell-Hagerman area, Chaves County,  
Projected 2012.

GROSS RETURNS		
ALFALFA HAY	300 ACRES	
CROP		\$536,250
WHEAT	51 ACRES	
CROP		\$22,100
GRAZING		\$2,244
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
SMALL GRAINS	87 ACRES	
CROP		\$97,875
UPLAND COTTON (PICKER)	51.00 ACRES	
COTTON LINT		\$32,513
COTTON SEED		\$4,284
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$4,464
UPLAND COTTON (STRIPPER)	51.00 ACRES	
COTTON LINT		\$30,983
COTTON SEED		\$4,284
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$4,464
CORN	60.00 ACRES	
CROP		\$72,000
GROSS RETURN		<u>\$811,460</u>
CASH OPERATING EXPENSES		
SEED		\$41,512
FERTILIZER		\$56,548
CHEMICALS		
CROP INSURANCE		\$1,350
OTHER PURCHASED INPUTS		\$47
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$28,535
FUEL-IRRIGATION		\$39,340
REPAIRS		\$7,354
CUSTOM CHARGES		\$18,233
LAND TAXES		\$646
OTHER EXPENSES		\$26,359
TOTAL CASH EXPENSES		<u>\$219,924</u>
RETURN OVER CASH EXPENSES		\$591,536
FIXED EXPENSES		\$42,740
TOTAL EXPENSES		\$262,663
NET FARM INCOME		\$548,797
LABOR AND MANAGEMENT COSTS		\$92,982
NET OPERATING PROFIT		\$455,814
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$5,234
INTEREST ON EQUIPMENT INVESTMENT		\$15,010
TOTAL CAPITAL COSTS		<u>\$20,244</u>
RETURN TO LAND AND RISK		<u><u>\$435,570</u></u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	\$416,370	50.97%
\$3,000 /ACRE	\$377,970	20.96%
\$5,000 /ACRE	\$339,570	13.20%
\$7,000 /ACRE	\$301,170	9.63%
\$9,000 /ACRE	\$262,770	7.58%

\* 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)