

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

BUDGET AREA.....	DRY CIMARRON AREA, UNION COUNTY		
FARM SIZE.....	80 ACRES		
IRRIGATION TYPE.....	FLOOD		
NUMBER OF CROPS...	2		

ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE	
		AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	4	4.5	18
ALFALFA	40	24	960
NATIVE GRASS	40	18	720
TOTAL	84		1,698
ACRE FEET PER ACRE OF WATER RIGHTS			1.68

TABLE 2. Basic cost information for Dry Cimarron area, Union County,
Projected 2012.

Item			
Labor Wage Rate:			
Equipment operators	\$/hour		\$8.55
General & Irrigators	\$/hour		\$7.50
Purchased Inputs:			
Seed:			
Alfalfa	\$/pound		\$6.50
Fuels:			
Natural gas	\$/MCF		\$4.00
Diesel fuel	\$/gallon		\$3.00
Gasoline	\$/gallon		\$3.80
Electricity	cents/KwHr		7.94
LP Gas	\$/gallon		\$2.65
Baling Wire	\$/pound		\$0.84
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	\$27.00 /acre (full value)		\$0.24
Personal Property Tax Rate	-NR - R	\$/ \$1,000 (Assessed Value)	\$26.91 \$24.79
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 the Dry Cimarron area,
Projected 2012.

Item			
Electricity (Domestic & Shop)		\$121.00 per month	\$1,452
Telephone		\$96.80 per month	\$1,162
Accounting & Legal			\$545
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			\$756
Property Taxes			
- other than land & machinery			\$6,010
Building repairs and maintenance			\$575
Dues, fees, publications			\$290
Farmstead Equipment			\$91
Total			\$19,169
Total per planted acre			\$239.61

TABLE 4. Pumping costs and data for irrigation wells, Dry Crocker area, Union County, Proposed 2012

WELL DATA	
DEPTH CHARACTERISTICS:	
STATE:	80
DRIVE DOWN:	16
TOTAL HEAD:	85
GPM:	75
GALLONS PER MINUTE (GPM):	900
WORK HORSE POWER:	19
EFFICIENCY FACTOR:	
ELECTRICITY:	0.540
NATURAL GAS:	0.154
LP GAS:	0.154
DIESEL:	0.180
FUEL COST PER UNIT:	
ELECTRICITY:	7.94 CENTS/KWH
NATURAL GAS:	\$4.00 SMCF
LP GAS:	\$2.89 S/GAL
DIESEL:	\$1.00 S/GAL
FUEL PUMPING COSTS	
ELECTRIC WELL:	
COST PER HOUR:	\$1.85
COST PER ACRE INCH:	\$0.83
NATURAL GAS WELL:	
COST PER HOUR:	\$1.10
COST PER ACRE INCH:	\$0.55
LP GAS WELL:	
COST PER HOUR:	\$7.07
COST PER ACRE INCH:	\$3.55
DIESEL WELL:	
COST PER HOUR:	\$5.00
COST PER ACRE INCH:	\$2.51

TABLE 5. Equipment inventory for an 80-acre and 80-acre Road Irrigated farm, Dry Crocker area, Union County, Proposed 2012

EQUIPMENT ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	USABLE COSTS				FIXED COSTS		
				FUEL OIL LUBRICANT	REPAIR	FUEL OIL PER HR	REPAIR PER HR	DEPRECIATION	TAXES	TOTAL PER HR
TRACTOR 40 HP	142	1	\$6,811	\$199	\$154	\$11.22	\$1.08	\$300	\$81	\$3.09
MOWER	24	1	\$1,300	\$27	\$27	\$2.36	\$1.30	\$13	\$1.30	\$1.30
BAUER 7 WPE	34	1	\$1,000	\$6	\$6	\$0.15	\$0.05	\$15	\$6	\$7.04
RAGE	34	1	\$1,000	\$6	\$6	\$0.15	\$0.05	\$15	\$6	\$7.04
CHISEL BROWNEWED 19 FT	1	1	\$6	\$0	\$0	\$0.00	\$0	\$0	\$0	\$0.00
DISC BROWNEWED 12 FT	1	1	\$6	\$0	\$0	\$0.00	\$0	\$0	\$0	\$0.00
CHISEL BROWNEWED 10 FT	1	1	\$6	\$0	\$0	\$0.00	\$0	\$0	\$0	\$0.00
TRACTOR 2.5 TON	244	1	\$13,550	\$465	\$2,028	\$18.06	\$8.31	\$2,750	\$121	\$11.56
SKID LOADER	244	1	\$2,500	\$76	\$76	\$6.68	\$3.62	\$225	\$23	\$1.14
ELECTRIC WELL	282	1	\$11,000	\$465	\$0	\$1.65	\$0.00	\$600	\$103	\$3.63
			\$38,811	\$6,714	\$2,361			\$4,900	\$300	

USAGE LIST

ITEM	NEW VALUE	USED YEARS	LIFE	EQUIP CODE	MAX HOURS	FUEL UNIT/HR	LUBE COEF	ACCUM HOURS	INTEREST AGE	EXPENSE	NATIVE GRASS PER ACRE			
											ALPHA	ALPHA	NATIVE GRASS	
TRACTOR 40 HP	1975.00	8911.00	50.00	1.00	800.00	3.40	0.10	2127.20	15.00	625.33	0.02	2.10	1.40	4.32
MOWER	2000.00	1300.00	20.00	6.00	300.00	0.00	0.00	1150.00	15.00	81.00	0.00	1.11	0.74	1.85
BAUER 7 WPE	1700.00	1600.00	20.00	2.00	800.00	0.00	0.00	780.00	18.00	288.00	0.00	0.03	0.42	0.45
RAGE	1700.00	1600.00	20.00	2.00	800.00	0.00	0.00	780.00	18.00	288.00	0.00	0.03	0.42	0.45
CHISEL BROWNEWED 19 FT	0.00	0.00	0.00	0.00	300.00	0.00	0.00	300.00	11.00	17.00	0.00	0.00	0.00	0.00
DISC BROWNEWED 12 FT	0.00	0.00	0.00	0.00	300.00	0.00	0.00	300.00	11.00	17.00	0.00	0.00	0.00	0.00
CHISEL BROWNEWED 10 FT	0.00	0.00	0.00	0.00	300.00	0.00	0.00	300.00	11.00	17.00	0.00	0.00	0.00	0.00
TRACTOR 2.5 TON	27000.00	13500.00	10.00	5.00	800.00	6.00	0.05	3694.00	11.00	945.00	0.00	4.50	1.80	6.10
SKID LOADER	25000.00	20000.00	20.00	7.00	300.00	0.00	0.00	3600.00	15.00	178.50	0.00	4.5	1.6	6.30
ELECTRIC WELL	20000.00	11500.00	25.00	0.00	0.00	0.00	4224.27	15.00	805.00	0.00	4.02	3.02	7.04	

INTEREST PROPORTION

ALPHA GRASS	NATIVE GRASS
2.74	0.11
0.00	0.01
0.00	0.70
0.00	1.00
0.00	0.00
0.00	0.00
0.00	0.00
0.00	0.20
0.00	1.17
0.00	0.42
2.74	26.50

MACHINE	UNIT	OVER	RATE	TOTAL	CUSTOM
CHISEL	40 HP	1.00	0.20	0.20	0.00
DISC	40 HP	1.00	0.17	0.17	0.00
DITCH MAINTENANCE	40 HP	1.00	0.25	0.25	0.00
BRIGATE (TX)	1.00	0.50	0.00	0.50	0.00

MACHINE	UNIT	OVER	RATE	TOTAL	CUSTOM
DITCH MAINTENANCE	8.00	0.50	4.02	4.02	0.00
BRIGATE (TX)	8.00	0.50	4.02	4.02	0.00

MACHINE	UNIT	OVER	RATE	TOTAL	CUSTOM
MOWER (2X)	40 HP	2.00	0.37	0.74	0.00
RAGE (2X)	40 HP	2.00	0.12	0.24	0.00
BAUER (2X)	40 HP	2.00	0.21	0.42	0.00
HAUL (3X)	1 TON TRUCK	3.00	1.50	4.50	0.00

MACHINE	UNIT	OVER	RATE	TOTAL	CUSTOM
DITCH MAINTENANCE	5.00	0.50	3.02	3.02	0.00
BRIGATE (TX)	5.00	0.50	3.02	3.02	0.00

MACHINE	UNIT	OVER	RATE	TOTAL	CUSTOM
MOWER (2X)	40 HP	2.00	0.37	0.74	0.00
RAGE (2X)	40 HP	2.00	0.12	0.24	0.00
BAUER 1 TON (2X)	1 TON TRUCK	2.00	0.21	0.42	0.00
HAUL (2X)	1 TON TRUCK	2.00	0.80	1.60	0.00

ANNUAL REPAIR COSTS AS A PERCENT OF NEW VALUE

Hours of Use	1	2	3	4	5	6	7	8	9
0	0.000000	0.000000	0.000000	0.000000	0.000000	0.000000	0.000000	0.000000	0.000000
10	0.000000	0.000020	0.000040	0.000060	0.000080	0.000100	0.000120	0.000140	0.000160
20	0.000000	0.000040	0.000080	0.000120	0.000160	0.000200	0.000240	0.000280	0.000320
30	0.000000	0.000060	0.000120	0.000180	0.000240	0.000300	0.000360	0.000420	0.000480
40	0.000000	0.000080	0.000160	0.000240	0.000320	0.000400	0.000480	0.000560	0.000640
50	0.000000	0.000100	0.000200	0.000300	0.000400	0.000500	0.000600	0.000700	0.000800
60	0.000000	0.000120	0.000240	0.000360	0.000480	0.000600	0.000720	0.000840	0.000960
70	0.000000	0.000140	0.000280	0.000420	0.000560	0.000700	0.000840	0.000980	0.001120
80	0.000000	0.000160	0.000320	0.000480	0.000640	0.000800	0.000960	0.001120	0.001280
90	0.000000	0.000180	0.000360	0.000540	0.000720	0.000900	0.001080	0.001260	0.001440
100	0.000000	0.000200	0.000400	0.000600	0.000800	0.001000	0.001200	0.001400	0.001600
110	0.000000	0.000220	0.000440	0.000660	0.000880	0.001100	0.001320	0.001540	0.001760
120	0.000000	0.000240	0.000480	0.000720	0.000960	0.001200	0.001440	0.001680	0.001920
130	0.000000	0.000260	0.000520	0.000780	0.001040	0.001300	0.001560	0.001820	0.002080
140	0.000000	0.000280	0.000560	0.000840	0.001120	0.001400	0.001680	0.001960	0.002240
150	0.000000	0.000300	0.000600	0.000900	0.001200	0.001500	0.001800	0.002100	0.002400
160	0.000000	0.000320	0.000640	0.000960	0.001280	0.001600	0.001920	0.002240	0.002560
170	0.000000	0.000340	0.000680	0.001020	0.001360	0.001700	0.002040	0.002380	0.002720
180	0.000000	0.000360	0.000720	0.001080	0.001440	0.001800	0.002160	0.002520	0.002880
190	0.000000	0.000380	0.000760	0.001140	0.001520	0.001900	0.002280	0.002660	0.003040
200	0.000000	0.000400	0.000800	0.001200	0.001600	0.002000	0.002400	0.002800	0.003200
250	0.000000	0.000450	0.000900	0.001350	0.001800	0.002250	0.002700	0.003150	0.003600
300	0.000000	0.000500	0.001000	0.001500	0.002000	0.002500	0.003000	0.003500	0.004000
350	0.000000	0.000550	0.001100	0.001650	0.002200	0.002750	0.003300	0.003850	0.004400
400	0.000000	0.000600	0.001200	0.001800	0.002400	0.003000	0.003600	0.004200	0.004800
450	0.000000	0.000650	0.001300	0.001950	0.002600	0.003250	0.003900	0.004550	0.005200
500	0.000000	0.000700	0.001400	0.002100	0.002800	0.003500	0.004200	0.004900	0.005600
550	0.000000	0.000750	0.001500	0.002250	0.003000	0.003750	0.004500	0.005250	0.006000
600	0.000000	0.000800	0.001600	0.002400	0.003200	0.004000	0.004800	0.005600	0.006400
650	0.000000	0.000850	0.001700	0.002550	0.003400	0.004250	0.005100	0.005950	0.006800
700	0.000000	0.000900	0.001800	0.002700	0.003600	0.004500	0.005400	0.006300	0.007200
750	0.000000	0.000950	0.001900	0.002850	0.003800	0.004750	0.005700	0.006650	0.007600
800	0.000000	0.001000	0.002000	0.003000	0.004000	0.005000	0.006000	0.007000	0.008000

* Based on unpublished data of D. B. Hunt, Department of Agricultural Engineering, University of Illinois.

** Based on "Agricultural Machinery Data" in Agricultural Engineers Yearbook, 1963.

Codes

- 1 Tractor
- 2 Implements, combine, forage harvesters, windrowers, diskers
- 3 Heavy box, disk, moldboard plow, chain, field cultivators
- 4 Row-cultivator, level, chisel
- 5 Harrow, weeper, flail, subsoil, drag, roller, water furrow, bed shaper
- 6 Balers, cotton gin, roller, corn strikers, corn chokers
- 7 Seed drills, corn planters
- 8 Seed, soybean, bean, field
- 9 Males, subsoiler, rowner
- 0 Other
- 1 Lateral spreader, fertilizer spreader
- 2 Diskers, disk, weeding equipment, mounted mowers
- 3 Towbar distribution equipment

TABLE 6. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for an 80 acre part-time farm, Dry Cimarron area, Union County, Projected 2012.
Planting dates: August 15 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
PURCHASED INPUTS								
SEED	\$6.50	18 LBS		\$117.00				\$117.00
CANAL WATER		5 AC. IN.						
SUBTOTAL				\$117.00				\$117.00
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
CHISEL	40 HP	0.20 HR		\$1.71	\$2.24	\$0.22	\$0.62	\$4.79
DISC	40 HP	0.17 HR		\$1.45	\$1.91	\$0.18	\$0.53	\$4.07
DRILL	40 HP	0.25 HR		\$2.14	\$2.81	\$0.27	\$0.77	\$5.98
DITCH MAINTENANCE		0.50 HR		\$4.28				\$4.28
IRRIGATE (1X)		0.75 HR		\$5.63				\$5.63
SUBTOTAL		1.87 HR		\$15.20	\$6.96	\$0.67	\$1.92	\$24.74
OVERHEAD EXPENSES								
DOWNTIME		0.16 HR		\$1.33				\$1.33
EMPLOYEE BENEFITS				\$2.74				\$2.74
INSURANCE			\$0.30					\$0.30
SUPERVISION AND MANAGEMENT				\$10.98				\$10.98
SUBTOTAL		0.16 HR	\$0.30	\$15.04				\$15.35
TOTAL OPERATING EXPENSES		2.03 HR	\$117.30	\$30.24	\$6.96	\$0.67	\$1.92	\$157.09

TABLE 7. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for an 80 acre part-time farm, Dry Cimarron area, Union County, Projected 2012.
Harvesting dates: May 15 - September 15

ITEM	PRICE	YIELD							TOTAL	
GROSS RETURNS										
ALFALF FA HAY	\$265.00	4.00	TONS (STACKED)							\$1,060.00
GRAZING	\$15.00	1.00	ACRE							\$15.00
TOTAL									\$1,075.00	
PURCHASED INPUTS										
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL	
LIVESTOCK FAC & EQUIP ESTABLISHMENT: Principal		10.00	YEARS					\$4.00	\$4.00	
: Interest								\$15.71	\$15.71	
BALING WIRE	\$0.84	34.28	LBS		\$28.80				\$6.58	
CANAL WATER		16.00	AC. IN.		\$5.00				\$28.80	
PUMP WATER*		8.00	AC. IN.						\$5.00	
SUBTOTAL									\$33.80	
									\$26.28	
									\$60.08	
PREHARVEST OPERATIONS										
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL		
DITCH MAINTENANCE		0.50	HR		\$4.28				\$4.28	
IRRIGATE (8X)		4.00	HR		\$30.00	\$6.64	\$0.00	\$14.62	\$51.26	
SUBTOTAL									\$55.53	
HARVEST OPERATIONS										
MOWER (3X)	40 HP	1.11	HR		\$9.49	\$12.45	\$1.60	\$5.55	\$29.10	
RAKE (3X)	40 HP	0.36	HR		\$3.08	\$4.04	\$0.54	\$3.65	\$11.31	
BALER (3X)	40 HP	0.63	HR		\$5.39	\$7.07	\$0.78	\$8.24	\$21.47	
HAUL (3X)	1 TON TRUCK	4.50	HR		\$38.48	\$85.76	\$37.46	\$57.15	\$218.85	
SUBTOTAL									\$280.72	
OVERHEAD EXPENSES										
DOWNTIME		1.65	HR		\$14.11				\$14.11	
EMPLOYEE BENEFITS					\$16.33				\$16.33	
INSURANCE					\$1.81				\$1.81	
LAND TAXES									\$0.24	
SUPERVISION AND MANAGEMENT					\$82.55				\$82.55	
OTHER EXPENSES					\$239.61				\$239.61	
SUBTOTAL									\$354.65	
TOTAL OPERATING EXPENSES		12.75	HR		\$275.22	\$203.69	\$115.96	\$40.38	\$115.73	\$750.99
NET OPERATING PROFIT									\$324.01	
INTEREST ON OPERATING CAPITAL		(\$31.03	@	7.00%)				\$2.17
INTEREST ON EQUIPMENT INVESTMENT									\$2.74	
RETURN TO LAND AND RISK									\$319.10	

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

BUDGET SUMMARY

GROSS RETURN		\$1,075.00	
VARIABLE OPERATING EXPENSES	\$431.56		
RETURN OVER VARIABLE EXPENSES	\$643.44		(GROSS MARGIN)
FIXED EXPENSES	\$115.73		
NET FARM INCOME	\$527.70		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$203.69		
NET OPERATING PROFIT	\$324.01		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$4.91		
RETURN TO LAND AND RISK	\$319.10		

TABLE 8. Native grass hay, flood-irrigated, budgeted per acre costs and returns for an 80 acre part-time farm, Dry Cimarron area, Union County, Projected 2012.

Harvesting dates: July 20 - September 15									
ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
HAY	\$250.00	1.50 TONS (STACKED)							\$375.00
GRAZING	\$13.00	1.00 ACRE							\$13.00
TOTAL								\$388.00	
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
LIVESTOCK FAC & EQUIP							\$4.00	\$4.00	
BALING WIRE	\$0.84	13 LBS	\$10.80					\$10.80	
CANAL WATER		12 AC. IN.	\$5.00					\$5.00	
PUMP WATER*		6 AC. IN.							
SUBTOTAL			\$15.80				\$4.00	\$19.80	
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DITCH MAINTENANCE		0.50 HR		\$4.28				\$4.28	
IRRIGATE (5X)		2.50 HR		\$21.38	\$4.98	\$0.00	\$10.96	\$37.32	
SUBTOTAL		3.00 HR		\$25.65	\$4.98	\$0.00	\$10.96	\$41.59	
HARVEST OPERATIONS									
MOWER (2X)	40 HP	0.74 HR		\$6.33	\$8.30	\$1.07	\$3.70	\$19.40	
RAKE (2X)	40 HP	0.24 HR		\$2.05	\$2.69	\$0.36	\$2.43	\$7.54	
BALER, 1-TON (2X)	40 HP	0.42 HR		\$3.59	\$4.71	\$0.52	\$5.49	\$14.31	
HAUL (2X)	TRUCK	1.60 HR		\$13.68	\$30.49	\$13.32	\$20.32	\$77.81	
SUBTOTAL		3.00 HR	\$0.00	\$25.65	\$46.20	\$15.27	\$31.95	\$119.06	
OVERHEAD EXPENSES									
DOWNTIME		0.75 HR		\$6.41				\$6.41	
EMPLOYEE BENEFITS				\$9.23				\$9.23	
INSURANCE			\$1.03					\$1.03	
LAND TAXES							\$0.24	\$0.24	
SUPERVISION AND MANAGEMENT				\$28.66				\$28.66	
OTHER EXPENSES			\$239.61					\$239.61	
SUBTOTAL		0.75 HR	\$240.64	\$44.31			\$0.24	\$285.18	
TOTAL OPERATING EXPENSES		3.75 HR	\$256.43	\$95.61	\$51.18	\$15.27	\$47.15	\$465.64	
NET OPERATING PROFIT								(\$77.64)	
INTEREST ON OPERATING CAPITAL		(\$14.27	@	7.00%)		\$1.00	
INTEREST ON EQUIPMENT INVESTMENT								\$26.86	
RETURN TO LAND AND RISK								(\$105.50)	

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

BUDGET SUMMARY

GROSS RETURN		\$388.00	
VARIABLE OPERATING EXPENSES	\$322.88		
RETURN OVER VARIABLE EXPENSES		\$65.12	(GROSS MARGIN)
FIXED EXPENSES	\$47.15		
NET FARM INCOME		\$17.97	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$95.61		
NET OPERATING PROFIT		(\$77.64)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$27.86		
RETURN TO LAND AND RISK		(\$105.50)	

TABLE 9. Summary of per acre costs and returns for an 80 acre part-time farm, Dry Cimarron area, Union County, Projected 2012.

	ALFALFA ESTABLISHMENT	ALFALFA HAY	NATIVE GRASS HAY
		TONS	TONS
PRIMARY YIELD		4.00	1.50
PRIMARY PRICE		\$265.00	\$250.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00
SECOND INCOME		\$15.00	\$13.00
GROSS RETURN		\$1,075.00	\$388.00
CASH OPERATING EXPENSES			
SEED	\$117.00		
FERTILIZER			
CHEMICALS			
CROP INSURANCE			
OTHER PURCHASED INPUTS		\$28.80	\$10.80
CANAL WATER		\$5.00	\$5.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$6.96	\$109.32	\$46.20
FUEL-IRRIGATION		\$6.64	\$4.98
REPAIRS	\$0.67	\$40.38	\$15.27
CUSTOM CHARGES			
LAND TAXES		\$0.24	\$0.24
OTHER EXPENSES	\$0.30	\$241.42	\$240.64
TOTAL CASH EXPENSES	\$124.93	\$431.81	\$323.13
RETURN OVER CASH EXPENSES	(\$124.93)	\$643.19	\$64.87
FIXED EXPENSES	\$1.92	\$115.49	\$46.91
TOTAL EXPENSES	\$126.84	\$547.30	\$370.03
NET FARM INCOME	(\$126.84)	\$527.70	\$17.97
LABOR AND MANAGEMENT COSTS	\$30.24	\$203.69	\$95.61
NET OPERATING PROFIT	(\$157.09)	\$324.01	(\$77.64)
CAPITAL COSTS			
INTEREST ON OPERATING CAPITAL		\$2.17	\$1.00
INTEREST ON EQUIPMENT INVESTMENT		\$2.74	\$26.86
TOTAL CAPITAL COSTS	\$0.00	\$4.91	\$27.86
RETURN TO LAND AND RISK	(\$157.09)	\$319.10	(\$105.50)

TABLE 10. Whole farm summary, Union County,
Projected 2012.

GROSS RETURNS		
ALFALFA HAY	40 ACRES	
CROP		\$42,400
GRAZING		\$600
NATIVE GRASS HAY	40 ACRES	
CROP		\$15,000
GRAZING		\$520
GROSS RETURN		\$58,520
CASH OPERATING EXPENSES		
SEED		\$468
FERTILIZER		\$0
CHEMICALS		\$0
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$1,584
CANAL WATER		\$400
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$6,249
FUEL-IRRIGATION		\$465
REPAIRS		\$2,229
CUSTOM CHARGES		\$0
LAND TAXES		\$19
OTHER EXPENSES		\$19,284
TOTAL CASH EXPENSES		\$30,697
RETURN OVER CASH EXPENSES		\$27,823
FIXED EXPENSES		\$5,875
TOTAL EXPENSES		\$36,572
NET FARM INCOME		\$21,948
LABOR AND MANAGEMENT COSTS		\$12,093
NET OPERATING PROFIT		\$9,855
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$127
INTEREST ON EQUIPMENT INVESTMENT		\$1,184
TOTAL CAPITAL COSTS		\$1,311
RETURN TO LAND AND RISK		\$8,544

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$200 /ACRE	\$8,064	17.95%
\$350 /ACRE	\$7,704	14.73%
\$500 /ACRE	\$7,344	12.49%

* 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)