

TABLE 1. Acreage Summary, Valencia and Southern Bernalillo Counties, Projected 2016

BUDGET AREA.....VALENCIA AND SOUTHERN BERNALILLO COUNTIES			
FARM SIZE.....30 ACRES			
IRRIGATION TYPE.....FLOOD			
NUMBER OF CROPS.....5.....			
ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE	
		AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	3.50 *	12	42
ALFALFA	20.00	44	880
OAT HAY	5.00	24	120
SORGHUM HAY	5.00 *	24	120
GREEN CHILE	1.00	48	48
JALAPENOS	1.00	48	48
DITCHES, HOMESTEAD	3.00		
TOTAL	30.00		1,258
ACRE FEET PER ACRE OF WATER RIGHTS			3.49

* DOUBLE-CROPPED

TABLE 2. Basic cost information for Valencia and Southern Bernalillo Counties, Projected 2016

Item		
Labor Wage Rate:	\$/hour	\$7.50
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.48
Phosphate (P205)	\$/pound	\$0.61
Seed:		
Alfalfa	\$/pound	\$6.00
Oats	\$/pound	\$0.40
Green Chile	\$/pound	\$36.40
Jalapenos	\$/pound	\$60.00
Sorghum	\$/pound	\$1.70
Baling wire	\$/pound	\$1.68
Chile Sacks	\$/sack	\$0.18
Canal water	\$/acre	\$28.00
Energy:		
Butane	\$/gallon	\$2.45
Diesel fuel	\$/gallon	\$2.55
Gasoline	\$/gallon	\$2.40
Electricity	cents/KwHr	12.67
Natural Gas	\$/MCF	\$3.01
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	5.50%
Land Interest Rate	percent	5.00%
Equipment Interest Rate	percent	5.50%
Real Interest Rate	percent	3.00%
Land Taxes	\$483.00 /acre (full value)	\$5.18
Personal Property Tax Rate	- NR - R	\$/ \$1,000 (Assessed Value) \$26.78
Supervision Factors		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equip & General	\$/labor hour	\$0.50
Vegetable Crop-Irrigation	\$/labor hour	\$2.90
Vegetable Crop-Equip & General	\$/labor hour	\$1.00
Management Rate		
Field Crops	percent/GR	4.00%
Vegetable Crops	percent/TOE	10.00%

TABLE 3. Overhead cost information for Valencia and Southern Bernalillo Counties, Projected 2016

Item		
Electricity (Domestic & Shop)	\$56.25 per month	\$675
Telephone	\$43.75 per month	\$525
Accounting & Legal		\$188
Misc. Supplies & Hand Tools		\$438
Pickup and Auto		
miles	5,150 @	\$0.500 per mile
Insurance		
- general liability (non-employee)		\$194
- fire/theft		\$163
Property Taxes		
- non-planted land		\$78
- other than land & machinery		\$135
Building repairs and maintenance		\$225
Dues, fees, publications		\$125
Farmstead Equipment		\$188
Total		\$5,507
Total per planted acre		\$203.95

TABLE 5. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, Projected 2016
Planting dates: August 15 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
<u>PURCHASED INPUTS</u>								
ALFALFA SEED	\$6.00	20.00 LBS	\$120.00					\$120.00
CANAL WATER		12.00 AC. IN.						\$0.00
SUBTOTAL			\$120.00					\$120.00
<u>PREHARVEST OPERATIONS</u>								
	POWER UNIT	ACCOMPLISHMEN T RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.87	\$14.48
PLOW	65 HP	1.31 HR		\$9.83	\$15.29	\$2.10	\$20.30	\$47.51
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.87	\$14.48
LASER PLANE (CUSTOM)			\$70.71					\$70.71
BORDER DISC	65 HP	0.05 HR		\$0.38	\$0.58	\$0.08	\$5.73	\$6.77
DRILL (CUSTOM)			\$32.50					\$32.50
IRRIGATE (2X)		1.50 HR		\$11.25				\$11.25
SUBTOTAL		3.48 HR	\$103.21	\$26.10	\$23.10	\$3.52	\$41.76	\$197.70
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		0.50 HR		\$3.71				\$3.71
EMPLOYEE BENEFITS				\$3.13				\$3.13
INSURANCE			\$0.31					\$0.31
SUPERVISION AND MANAGEMENT				\$15.20				\$15.20
SUBTOTAL		0.50 HR	\$0.31	\$22.04				\$22.36
<u>TOTAL OPERATING EXPENSES</u>		3.98 HR	\$223.52	\$48.14	\$23.10	\$3.52	\$41.76	\$340.06

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, Projected 2016
Harvesting dates: June 1 - October 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
ALFALFA HAY	\$185.00	4.00 TONS (IN FIELD)	\$740.00
GRAZING	\$10.00	1.00 ACRE	\$10.00
TOTAL			\$750.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
PHOSPHATE (P2O5)	\$0.61	90 LBS	\$54.90		\$54.90
WIRE	\$1.68	30 LBS	\$50.40		\$50.40
ESTABLISHMENT: Principal		6 YEARS		\$56.68	\$56.68
: Interest				\$10.00	\$10.00
CANAL WATER		44 AC. IN.	\$28.00		\$28.00
SUBTOTAL			\$133.30	\$66.67	\$199.97

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (8X)		6.00 HR		\$45.00				\$45.00

HARVEST OPERATIONS								
SWATHER (CUSTOM)			\$23.33					\$23.33
BALER, PTO (4X)	65 HP	1.08 HR		\$8.10	\$12.60	\$1.56	\$32.85	\$55.12
SUBTOTAL		1.08 HR	\$23.33	\$8.10	\$12.60	\$1.56	\$32.85	\$78.45

OVERHEAD EXPENSES								
DOWNTIME		0.27 HR		\$2.03				\$2.03
EMPLOYEE BENEFITS				\$0.97				\$0.97
INSURANCE			\$0.10					\$0.10
LAND TAXES							\$5.18	\$5.18
SUPERVISION AND MANAGEMENT				\$36.54				\$36.54
OTHER EXPENSES			\$203.95					\$203.95
SUBTOTAL		0.27 HR	\$204.05	\$39.54			\$5.18	\$248.77

TOTAL OPERATING EXPENSES		1.35 HR	\$360.68	\$92.64	\$12.60	\$1.56	\$104.70	\$572.19
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NET OPERATING PROFIT								\$177.81
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INTEREST ON OPERATING CAPITAL	(\$69.77	@	5.50%)			\$3.84
INTEREST ON EQUIPMENT								\$22.00

RETURN TO LAND AND RISK								\$151.97
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BUDGET SUMMARY

GROSS RETURN		\$750.00	
VARIABLE OPERATING EXPENSES	\$374.85		
RETURN OVER VARIABLE EXPENSES	\$375.15	(GROSS MARGIN)	
FIXED EXPENSES	\$104.70		
NET FARM INCOME	\$270.45	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$92.64		
NET OPERATING PROFIT	\$177.81	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$25.84		
RETURN TO LAND AND RISK	\$151.97		

TABLE 7. Small grain hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, Projected 2016
 Planting dates: March 1 - May 1
 Harvesting dates: June 15 - July 15

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
SMALL GRAIN HAY	\$165.00	2.50 NS (IN FIELD)							\$412.50
TOTAL									\$412.50
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
SEED	\$0.40	100 LBS	\$40.00						\$40.00
WIRE	\$1.68	25 LBS	\$42.00						\$42.00
CANAL WATER		24 AC. IN.	\$28.00						\$28.00
SUBTOTAL			\$110.00						\$110.00
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
PLOW	65 HP	1.31 HR		\$9.83	\$15.29	\$2.10	\$20.30	\$47.51	
DISC (2X)	65 HP	0.62 HR		\$4.65	\$7.23	\$1.34	\$15.74	\$28.96	
BORDER DISC	65 HP	0.05 HR		\$0.38	\$0.58	\$0.08	\$5.73	\$6.77	
DRILL (CUSTOM)			\$7.53					\$7.53	
IRRIGATE (4X)		3.00 HR		\$22.50				\$22.50	
SUBTOTAL		4.98 HR	\$7.53	\$37.35	\$23.10	\$3.52	\$41.76	\$113.27	
HARVEST OPERATIONS									
SWATHER (CUSTOM)			\$23.33					\$23.33	
BALER, PTO	65 HP	0.27 HR		\$2.03	\$3.15	\$0.39	\$8.21	\$13.78	
SUBTOTAL		0.27 HR	\$23.33	\$2.03	\$3.15	\$0.39	\$8.21	\$37.11	
OVERHEAD EXPENSES									
DOWNTIME		0.56 HR		\$4.22				\$4.22	
EMPLOYEE BENEFITS				\$4.73				\$4.73	
INSURANCE			\$0.47					\$0.47	
LAND TAXES							\$2.59	\$2.59	
SUPERVISION AND MANAGEMENT				\$20.63				\$20.63	
OTHER EXPENSES			\$101.98					\$101.98	
SUBTOTAL		0.56 HR	\$102.45	\$29.57			\$2.59	\$134.61	
TOTAL OPERATING EXPENSES		5.81 HR	\$243.31	\$68.94	\$26.25	\$3.92	\$52.57	\$394.99	
NET OPERATING PROFIT									\$17.51
INTEREST ON OPERATING CAPITAL		(\$63.90	@	5.50%)		\$3.51	
INTEREST ON EQUIPMENT								\$34.80	
RETURN TO LAND AND RISK									(\$20.80)
BUDGET SUMMARY									
GROSS RETURN			\$412.50						
VARIABLE OPERATING EXPENSES	\$273.48								
RETURN OVER VARIABLE EXPENSES		\$139.02	(GROSS MARGIN)						
FIXED EXPENSES	\$52.57								
NET FARM INCOME		\$86.45	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$68.94								
NET OPERATING PROFIT		\$17.51	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$38.31								
RETURN TO LAND AND RISK		(\$20.80)							

TABLE 8. Sorghum hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties,
 Projected 2016
 Planting dates: July 1 - July 31
 Harvesting dates: August 10 - September 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
SORGHUM HAY	\$170.00	2.00 TONS (IN FIELD)						\$340.00
GRAZING	\$5.00	1.00 ACRE						\$5.00
TOTAL								\$345.00
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$1.70	35 LBS	\$59.50					\$59.50
WIRE	\$1.68	17 LBS	\$28.56					\$28.56
CANAL WATER		24 AC. IN.	\$28.00					\$28.00
SUBTOTAL			\$116.06					\$116.06
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.87	\$14.48
DRILL (CUSTOM)			\$7.53					\$7.53
IRRIGATE (4X)		3.00 HR		\$22.50				\$22.50
SUBTOTAL		3.31 HR	\$7.53	\$24.83	\$3.62	\$0.67	\$7.87	\$44.51
HARVEST OPERATIONS								
SWATHER (CUSTOM) (2X)			\$23.33					\$23.33
BALER, PTO (2X)	65 HP	0.27 HR		\$2.03	\$3.15	\$0.39	\$8.21	\$13.78
SUBTOTAL		0.27 HR	\$23.33	\$2.03	\$3.15	\$0.39	\$8.21	\$37.11
OVERHEAD EXPENSES								
DOWNTIME		0.15 HR		\$1.09				\$1.09
EMPLOYEE BENEFITS				\$3.22				\$3.22
INSURANCE			\$0.32					\$0.32
LAND TAXES							\$2.59	\$2.59
SUPERVISION AND MANAGEMENT				\$17.09				\$17.09
OTHER EXPENSES			\$101.98					\$101.98
SUBTOTAL		0.15 HR	\$102.30	\$21.40			\$2.59	\$126.29
TOTAL OPERATING EXPENSES		3.73 HR	\$249.22	\$48.25	\$6.77	\$1.06	\$18.67	\$323.97
NET OPERATING PROFIT								\$21.03
INTEREST ON OPERATING CAPITAL		(\$61.34 @ 5.50%)						\$3.37
INTEREST ON EQUIPMENT								\$10.60
RETURN TO LAND AND RISK								\$7.06

BUDGET SUMMARY		
GROSS RETURN	\$345.00	
VARIABLE OPERATING EXPENSES	\$257.05	
RETURN OVER VARIABLE EXPENSES	\$87.95	(GROSS MARGIN)
FIXED EXPENSES	\$18.67	
NET FARM INCOME	\$69.28	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$48.25	
NET OPERATING PROFIT	\$21.03	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$13.97	
RETURN TO LAND AND RISK	\$7.06	

TABLE 9. Green chile, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time Valencia and Southern Bernalillo Counties, Projected 2016
 Planting dates: April 10 - May 1
 Harvesting dates: August 1 - October 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
GREEN CHILE	\$7.50	275.00 BUSHELS (22 LBS PER BUSHEL)	\$2,062.50
RED CHILE	\$1.50	400.00 LBS	\$600.00
TOTAL			\$2,662.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
CHILE SEED	\$36.40	7 LBS	\$254.80		\$254.80
NITROGEN (N)	\$0.48	130 LBS	\$62.40		\$62.40
HERBICIDE (GRANULAR)	\$35.06	1 X/ACRE	\$35.06		\$35.06
INSECTICIDE (GRANULAR)	\$19.65	1 X/ACRE	\$19.65		\$19.65
SACKS	\$0.18	375 EACH	\$67.50		\$67.50
CANAL WATER		48 AC. IN.	\$28.00		\$28.00
SUBTOTAL			\$467.41		\$467.41

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.87	\$14.48
PLOW	65 HP	1.31 HR		\$9.83	\$15.29	\$2.10	\$20.30	\$47.51
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.87	\$14.48
LASER PLANE (CUSTOM)			\$70.71					\$70.71
LISTER	65 HP	0.54 HR		\$4.05	\$6.30	\$0.87	\$24.96	\$36.18
PLANT/BED SHAPE		32.00 HR		\$240.00				\$240.00
CULTIVATOR (3X)	65 HP	1.62 HR		\$12.15	\$18.90	\$2.60	\$38.86	\$72.52
THIN & HOE		30.00 HR		\$225.00				\$225.00
IRRIGATE (16X)		12.00 HR		\$90.00				\$90.00
SUBTOTAL		78.09 HR	\$70.71	\$585.68	\$47.73	\$6.91	\$99.86	\$810.87

HARVEST OPERATIONS								
HARVEST		100.00 HR		\$750.00				\$750.00
HAUL & SELL	HALF TON	20.00 HR		\$150.00	\$302.40	\$15.20	\$116.05	\$583.65
SUBTOTAL		120.00 HR		\$900.00	\$302.40	\$15.20	\$116.05	\$1,333.65

OVERHEAD EXPENSES								
DOWNTIME		6.02 HR		\$45.17				\$45.17
EMPLOYEE BENEFITS				\$178.28				\$178.28
INSURANCE			\$17.83					\$17.83
LAND TAXES						\$5.18		\$5.18
SUPERVISION AND MANAGEMENT				\$275.12				\$275.12
OTHER EXPENSES			\$203.95					\$203.95
SUBTOTAL		6.02 HR	\$221.78	\$498.57		\$5.18		\$725.54

TOTAL OPERATING EXPENSES		204.11 HR	\$759.90	\$1,984.25	\$350.13	\$22.11	\$221.09	\$3,337.47
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NET OPERATING PROFIT (\$674.97)

INTEREST ON OPERATING CAPITAL	(\$273.83	@	5.50%)	\$15.06
INTEREST ON EQUIPMENT						\$974.41

RETURN TO LAND AND RISK (\$1,664.44)

BUDGET SUMMARY			
GROSS RETURN		\$2,662.50	
VARIABLE OPERATING EXPENSES	\$1,132.13		
RETURN OVER VARIABLE EXPENSES		\$1,530.37	(GROSS MARGIN)
FIXED EXPENSES	\$221.09		
NET FARM INCOME		\$1,309.28	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$1,984.25		
NET OPERATING PROFIT		(\$674.97)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$989.47		
RETURN TO LAND AND RISK		(\$1,664.44)	

TABLE 10. Jalapenos, flood-irrigated, budgeted per acre costs and returns for a 30 acre, part-time Valencia and Southern Bernalillo Counties,
 Projected 2016
 Planting dates: April 10 - May 1
 Harvesting dates: August 1 - October 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
JALAPENOS	\$300.00	11.00 TONS	\$3,300.00
TOTAL			\$3,300.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
JALAPENO SEED	\$60.00	3 LBS	\$180.00		\$180.00
NITROGEN (N)	\$0.48	150 LBS	\$72.00		\$72.00
PHOSPHATE (P205)	\$0.61	75 LBS	\$45.75		\$45.75
HERBICIDE (GRANULAR)	\$35.06	1 X/ACRE	\$35.06		\$35.06
INSECTICIDE (GRANULAR)	\$19.65	1 X/ACRE	\$19.65		\$19.65
SACKS	\$1.00	10 EACH	\$10.00		\$10.00
CANAL WATER		48 AC. IN.	\$28.00		\$28.00
SUBTOTAL			\$390.46		\$390.46

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.87	\$14.48
PLOW	65 HP	1.31 HR		\$9.83	\$15.29	\$2.10	\$20.30	\$47.51
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.87	\$14.48
LASER PLANE (CUSTOM)			\$70.71					\$70.71
LISTER	65 HP	0.54 HR		\$4.05	\$6.30	\$0.87	\$24.96	\$36.18
PLANT/BED SHAPE	65 HP	2.00 HR		\$15.00	\$23.34	\$2.73	\$57.36	\$98.43
CULTIVATOR (3X)	65 HP	1.62 HR		\$12.15	\$18.90	\$2.60	\$38.86	\$72.52
THIN & HOE		25.00 HR		\$187.50				\$187.50
IRRIGATE (16X)		12.00 HR		\$90.00				\$90.00
SUBTOTAL		43.09 HR	\$70.71	\$323.18	\$71.06	\$9.64	\$157.22	\$631.80

HARVEST OPERATIONS								
HARVEST (CUSTOM)				\$1,980.00				\$1,980.00
HAUL & SELL	HALF TON	3.00 HR		\$22.50	\$45.36	\$2.28	\$17.41	\$87.55
SUBTOTAL		3.00 HR		\$2,002.50	\$45.36	\$2.28	\$17.41	\$2,067.55

OVERHEAD EXPENSES								
DOWNTIME		1.77 HR		\$13.29				\$13.29
EMPLOYEE BENEFITS				\$279.08				\$279.08
INSURANCE			\$27.91					\$27.91
LAND TAXES						\$5.18		\$5.18
SUPERVISION AND MANAGEMENT				\$427.19				\$427.19
OTHER EXPENSES			\$203.95					\$203.95
SUBTOTAL		1.77 HR	\$231.86	\$719.57		\$5.18		\$956.61

TOTAL OPERATING EXPENSES		47.86 HR	\$693.03	\$3,045.24	\$116.42	\$11.92	\$179.80	\$4,046.42
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NET OPERATING PROFIT								(\$746.42)
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INTEREST ON OPERATING CAPITAL		(\$219.37 @ 5.50%)						\$12.07
INTEREST ON EQUIPMENT								\$210.27

RETURN TO LAND AND RISK								-968.75
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BUDGET SUMMARY			
GROSS RETURN		\$3,300.00	
VARIABLE OPERATING EXPENSES	\$821.37		
RETURN OVER VARIABLE EXPENSES	\$2,478.63	(GROSS MARGIN)	
FIXED EXPENSES	\$179.80		
NET FARM INCOME	\$2,298.83	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$3,045.24		
NET OPERATING PROFIT	(\$746.42)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$222.33		
RETURN TO LAND AND RISK	(\$968.75)		

TABLE 11. Summary of per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties,
Projected 2016

	ALFALFA ESTABLISHMENT	ALFALFA HAY	SMALL GRAIN HAY	SORGHUM HAY	GREEN CHILE	JALAPENOS
		TONS	TONS	TONS	BU/LB	TONS
PRIMARY YIELD		4.00	2.50	2.00	275.00	11.00
PRIMARY PRICE		\$185.00	\$165.00	\$170.00	\$7.50	\$300.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME		\$10.00	\$0.00	\$5.00	\$600.00	\$0.00
GROSS RETURN		\$750.00	\$412.50	\$345.00	\$2,662.50	\$3,300.00
CASH OPERATING EXPENSES						
SEED	\$120.00		\$40.00	\$59.50	\$254.80	\$180.00
FERTILIZER		\$54.90			\$62.40	\$117.75
CHEMICALS					\$54.71	\$54.71
CROP INSURANCE						
OTHER PURCHASED INPUTS		\$50.40	\$42.00	\$28.56	\$67.50	\$10.00
CANAL WATER		\$28.00	\$28.00	\$28.00	\$28.00	\$28.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$23.10	\$12.60	\$26.25	\$6.77	\$350.13	\$116.42
FUEL-IRRIGATION						
REPAIRS	\$3.52	\$1.56	\$3.92	\$1.06	\$22.11	\$11.92
CUSTOM CHARGES	\$103.21	\$23.33	\$30.86	\$30.86	\$70.71	\$70.71
LAND TAXES		\$5.18	\$2.59	\$2.59	\$5.18	\$5.18
OTHER EXPENSES	\$0.31	\$204.05	\$102.45	\$102.30	\$221.78	\$231.86
TOTAL CASH EXPENSES	\$250.15	\$380.03	\$276.07	\$259.64	\$1,137.31	\$826.55
RETURN OVER CASH EXPENSES	(\$250.15)	\$369.97	\$136.43	\$85.36	\$1,525.19	\$2,473.45
FIXED EXPENSES	\$41.76	\$99.52	\$49.98	\$16.08	\$215.91	\$174.62
TOTAL EXPENSES	\$291.91	\$479.55	\$326.05	\$275.72	\$1,353.22	\$1,001.17
NET FARM INCOME	(\$291.91)	\$270.45	\$86.45	\$69.28	\$1,309.28	\$2,298.83
LABOR AND MANAGEMENT COSTS	\$48.14	\$92.64	\$68.94	\$48.25	\$1,984.25	\$3,045.24
NET OPERATING PROFIT	(\$340.06)	\$177.81	\$17.51	\$21.03	(\$674.97)	(\$746.42)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL		\$3.84	\$3.51	\$3.37	\$15.06	\$12.07
INTEREST ON EQUIPMENT INVESTMENT		\$22.00	\$34.80	\$10.60	\$974.41	\$210.27
TOTAL CAPITAL COSTS	\$0.00	\$25.84	\$38.31	\$13.97	\$989.47	\$222.33
RETURN TO LAND AND RISK	(\$340.06)	\$151.97	(\$20.80)	\$7.06	(\$1,664.44)	(\$968.75)

TABLE 12. Whole farm summary, Valencia and Southern Bernalillo Counties,
Projected 2016

GROSS RETURNS		
ALFALFA HAY	20.00 ACRES	
CROP		\$14,800
GRAZING		\$200
SMALL GRAIN HAY	5.00 ACRES	
CROP		\$2,063
SORGHUM HAY	5.00 ACRES	
CROP		\$1,700
GRAZING		\$25
GREEN CHILE	1.00 ACRES	
GREEN		\$2,063
RED		\$600
JALPENOS	1.00 ACRES	
CROP		\$3,300
GROSS RETURN		\$24,750
CASH OPERATING EXPENSES		
SEED		\$1,352
FERTILIZER		\$1,278
CHEMICALS		\$109
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$1,438
CANAL WATER		\$896
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$965
FUEL-IRRIGATION		\$0
REPAIRS		\$103
CUSTOM CHARGES		\$1,278
LAND TAXES		\$140
OTHER EXPENSES		\$5,559
TOTAL CASH EXPENSES		\$13,118
RETURN OVER CASH EXPENSES		\$11,632
FIXED EXPENSES		\$1,724
TOTAL EXPENSES		\$14,842
NET FARM INCOME		\$9,908
LABOR AND MANAGEMENT COSTS		\$7,637
NET OPERATING PROFIT		\$2,271
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$138
INTEREST ON EQUIPMENT INVESTMENT		\$1,852
TOTAL CAPITAL COSTS		\$1,990
RETURN TO LAND AND RISK		\$281

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$5,000 /ACRE	(\$4,219)	1.27%
\$6,500 /ACRE	(\$5,569)	1.01%
\$8,000 /ACRE	(\$6,919)	0.84%
\$9,500 /ACRE	(\$8,269)	0.72%
\$11,000 /ACRE	(\$9,619)	0.63%
\$12,500 /ACRE	(\$10,969)	0.56%

* 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)