

TABLE 11. Whole farm summary, Cibola County,
Projected 2018

GROSS RETURNS		
ALFALFA HAY	4 ACRES	
CROP		\$2,450
GRAZING		\$40
PASTURE	4 ACRES	
CROP		\$240
FIELD CORN	1 ACRES	
CROP		\$264
GROSS RETURN		<u>\$2,994</u>
CASH OPERATING EXPENSES		
SEED		\$105
FERTILIZER		\$0
CHEMICALS		\$0
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$170
CANAL WATER		\$50
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$127
FUEL-IRRIGATION		\$0
REPAIRS		\$19
CUSTOM CHARGES		\$79
LAND TAXES		\$4
OTHER EXPENSES		\$2,587
TOTAL CASH EXPENSES		<u>\$3,141</u>
RETURN OVER CASH EXPENSES		(\$147)
FIXED EXPENSES		\$1,294
TOTAL EXPENSES		\$4,436
NET FARM INCOME		(\$1,441)
LABOR AND MANAGEMENT COSTS		\$963
NET OPERATING PROFIT		(\$2,404)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$10
INTEREST ON EQUIPMENT INVESTMENT		\$717
TOTAL CAPITAL COSTS		<u>\$727</u>
RETURN TO LAND AND RISK		<u><u>(\$3,131)</u></u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	(\$3,431)	-10.81%
\$2,500 /ACRE	(\$3,881)	-6.45%
\$4,000 /ACRE	(\$4,331)	-4.60%
\$5,500 /ACRE	(\$4,781)	-3.58%
\$7,000 /ACRE	(\$5,231)	-2.92%
\$8,500 /ACRE	(\$5,681)	-2.47%

* 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)

TABLE 1. Acreage Summary, Cibola County,
Projected 2018

BUDGET AREA.....		CIBOLA COUNTY	
FARM SIZE.....		10 ACRES	
IRRIGATION TYPE.....		FLOOD	
NUMBER OF CROPS.....		3	
WATER USE			
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	0.5	18	9
ALFALFA	4.0	48	192
PASTURE ESTABLISHMENT	0.5	18	9
PASTURE	4.0	30	120
CORN	1.0	30	30
TOTAL	10.00		360
ACRE FEET PER ACRE OF WATER RIGHTS			3.00

TABLE 2. Basic cost information for Cibola County,
Projected 2018

Item			
Labor Wage Rate:		\$/hour	\$7.50
Purchased Inputs			
Seed:			
Alfalfa		\$/pound	\$4.00
Oats		\$/pound	\$0.44
Corn		\$/bag	\$240.00
Wheat		\$/pound	\$0.44
Pasture		\$/pound	\$3.25
Baling wire		\$/pound	\$1.32
Gopher control		\$/acre	\$1.00
Canal water		\$/acre	\$5.00
Energy:			
Diesel fuel		\$/gallon	\$2.75
Gasoline		\$/gallon	\$2.40
Electricity		cents/KwHr	12.65
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		\$36.00 /acre (full value)	\$0.40
Personal Property Tax Rate	- NR	\$/ \$1,000 (Assessed Value)	\$33.20
	- R		\$28.47
Supervision Factors		\$/labor hour	\$0.50
Management Rate		percent	4.00%

TABLE 3. Overhead cost information for Cibola County,
Projected 2018

Item			
Electricity (Domestic & Shop)		\$0.00 per month	\$0
Telephone		\$0.00 per month	\$0
Accounting & Legal			\$152
Misc. Supplies & Hand Tools			\$298
Pickup and Auto			
miles	3,175	@ \$0.500 per mile	\$1,588
Insurance			
- general liability (non-employee)			\$0
- fire/theft			\$0
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$0
Building repairs and maintenance			\$127
Dues, fees, publications			\$127
Farmstead Equipment			\$0
Total			<u>\$2,292</u>
Total Per Planted Acre			\$286.54

TABLE 4. Equipment summary for a 10 acre part-time farm, Cibola County, Proposed 2018

EQUIPMENT ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	VARIABLE COSTS				FIXED COSTS		TOTAL PER HR
				FUEL OIL LUBRICANT	REPAIR PER HR	FUEL OIL PER HR	REPAIR PER HR	DEPRECIATION	TAXES	
TRACTOR	40 HP	1	\$7,000	\$127.01	\$15.25	\$8.98	\$0.15	\$359.50	\$98.46	\$32.44
BALER	2 WIRE	8	\$1,600		\$1.25		\$0.15	\$385.00	\$42.61	\$52.63
DRAG	10 FT	1	\$500		\$0.31		\$0.01	\$33.33	\$2.77	\$46.58
DISC	6 FT	2	\$600		\$1.58		\$0.74	\$80.00	\$6.64	\$40.57
PLow	2 BOTTOM	3	\$250		\$0.81		\$0.31	\$33.33	\$2.77	\$13.76
DRILL BORROWE	10 FT	0	\$1,600		\$0.25		\$0.86			
BORDER DISC	6 DISC	0	\$750		\$0.93			\$100.00	\$8.30	\$1,083.00
			\$12,250	\$127.01	\$19.36			\$991.17	\$162.54	

EQUIPMENT LIST

ITEM	NEW VALUE	USED VALUE	YEARS LIFE	EQUIP CODE	MAX HOURS	FUEL LINT/HR	LUBE COEF	ACCUM HOURS	AGE	INTEREST EXPENSE
TRACTOR	40 HP	17,975	7,000	50	1	800	3.40	0.10	212.25	15 494.31
BALER	2 WIRE	7,700	1,600	20	2	600			146.25	18 211.75
DRAG	10 FT	500	250	15	4	300			12.40	16 13.75
DISC	6 FT	1,200	600	15	3	300			33.92	15 20.00
PLow	2 BOTTOM	500	250	15	3	300			41.92	16 13.75
DRILL BORROWE	10 FT	3,600	1,600	10	4	100			5.33	13 10.00
BORDER DISC	6 DISC	1,500	750	15	3	300			1.80	16 41.25

INTEREST PROXATION

ALFALFA EST.	LALFALFA HAY	ANNUAL PASTURE	FIELD CORN
14.88	66.12	0.00	93.62
16.94	50.82	0.00	0.00
11.00	0.00	0.00	5.00
16.50	0.00	0.00	16.50
6.88	0.00	0.00	6.88
0.00	0.00	0.00	0.00
41.25	0.00	0.00	0.00
237.54	116.94	0.00	122.50

USAGE LIST

ALFALFA EST.	LALFALFA HAY	ANNUAL PASTURE	ANNUAL PASTURE	FIELD CORN	PER ACRE	TOTALS
4.15	1.95	3.19	0.00	2.88	11.97	
0.65	1.95	0.00	0.00	2.00	2.60	
0.62	0.00	0.31	0.00	0.31	1.24	
1.06	0.00	1.06	0.00	1.06	3.18	
1.31	0.00	1.31	0.00	1.31	3.93	
0.41	0.00	0.41	0.00	0.41	1.28	
0.10	0.00	0.10	0.00	0.00	0.20	

ALFALFA ESTABLISHMENT ACRES: 0.5 PUMP WATER:

MACHINE	POWER UNIT	TIMES OVER	RATE	TOTAL	CUSTOM
PLow	40 HP	1.00	1.31	1.31	
DISC (X)	40 HP	2.00	0.53	1.06	
DRAG (X)	40 HP	1.00	0.31	0.62	
DRILL	40 HP	1.00	0.41	0.41	
BORDER DISC	40 HP	1.00	0.10	0.10	
IRRIGATE (X)		3.00	0.75	2.25	

SWATHER (CUSTOM) RATE PER ACRE ACRES: 4 PUMP WATER:

MACHINE	POWER UNIT	TIMES OVER	RATE	TOTAL	CUSTOM
IRRIGATE (X)		5.00	0.75	3.75	
SWATHER (CUSTOM) RATE PER ACRE		3			17.50
BALER (X)	40 HP	1.00	0.65	0.65	

PERMANENT PASTURE EST. ACRES: 0.5 PUMP WATER:

MACHINE	POWER UNIT	TIMES OVER	RATE	TOTAL	CUSTOM
PLow	40 HP	1.00	1.31	1.31	
DISC (X)	40 HP	2.00	0.53	1.06	
DRAG	40 HP	1.00	0.31	0.31	
DRILL	40 HP	1.00	0.41	0.41	
BORDER DISC	40 HP	1.00	0.10	0.10	
IRRIGATE (X)		3.00	0.75	2.25	

ANNUAL PERMANENT PASTURE ACRES: 4 PUMP WATER:

MACHINE	POWER UNIT	TIMES OVER	RATE	TOTAL	CUSTOM
IRRIGATE (X)		4.00	0.75	3.00	

FIELD CORN ACRES: 1 PUMP WATER:

MACHINE	POWER UNIT	TIMES OVER	RATE	TOTAL	CUSTOM
PLow	40 HP	1.00	1.31	1.31	
DISC (X)	40 HP	2.00	0.53	1.06	
DRAG	40 HP	1.00	0.31	0.31	
HAND RIDGE		1.00	10.00	10.00	
HAND PLANT		1.00	5.00	5.00	
HAND HOE		1.00	5.00	5.00	
IRRIGATE (X)		3.00	0.75	2.25	

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	0.00080	0.00040	0.00040	0.00240	0.00200
50	0.00060	0.00020	0.00020	0.00020	0.00080	0.00040	0.00040	0.00240	0.00200
100	0.00060	0.00020	0.00020	0.00020	0.00080	0.00020	0.00100	0.00280	0.00200
200	0.00030	0.00030	0.00030	0.00040	0.00080	0.00020	0.00110	0.00310	0.00260
300	0.00030	0.00050	0.00050	0.00050	0.00050	0.00050	0.00050	0.00260	0.00450
400	0.00030	0.00060	0.00070	0.00090	0.00090	0.00030	0.00150	0.00210	0.00450
500	0.00030	0.00070	0.00090	0.00100	0.00090	0.00070	0.00170	0.00260	0.00650
600	0.00030	0.00090	0.00100	0.00120	0.00090	0.00090	0.00190	0.00260	0.00650
700	0.00030	0.00100	0.00100	0.00120	0.00090	0.00090	0.00190	0.00260	0.00650
800	0.00030	0.00110	0.00120	0.00150	0.00090	0.00090	0.00210	0.00260	0.00650
900	0.00030	0.00120	0.00120	0.00150	0.00090	0.00090	0.00220	0.00260	0.00650
1000	0.00030	0.00130	0.00130	0.00150	0.00090	0.00090	0.00230	0.00260	0.00650
1200	0.00045	0.00145	0.00160	0.00200	0.00090	0.00090	0.00245	0.00260	0.00710
1400	0.00045	0.00170	0.00200	0.00230	0.00090	0.00090	0.00260	0.00260	0.00765
1500	0.00050	0.00170	0.00200	0.00230	0.00090	0.00090	0.00260	0.00260	0.00765
1600	0.00050	0.00180	0.00200	0.00230	0.00090	0.00090	0.00260	0.00260	0.00765
1800	0.00075	0.00170	0.00200	0.00230	0.00090	0.00090	0.00260	0.00260	0.00765
2000	0.00110	0.00265	0.00290	0.00335	0.00265	0.00265	0.00310		
2500	0.00270								
3000	0.00682								
4000	0.02096								
4500	0.02198								
5000	0.02122								
5500	0.02136								
6000	0.02148								
6500	0.02162								
7000	0.02176								
7500	0.02188								
8000	0.02204								

* Based on unpublished data of D. R. Hurt, Department of Agricultural Engineering, University of Illinois.

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

Codes

- 1 tractors
- 2 balers, combines, forage harvesters, windrowers, pickups
- 3 rotary hoes, disks, moldboard plows, chisels, field cultivators
- 4 row cultivators, leaf press
- 4 harrows, wegrigs, flats, roto buck, drag, roller, water furrow, bed shaper
- 5 balisegrins, cotton pickers, cotton strippers, corn pickers
- 5 corn heads, forage equipment, rotary mowers, stalk choppers, feed wegrigs, farm trucks
- 6 rakes, rollerbar mower
- 7 baler w/ engine, manure spreader
- 8 planters, drills, seeding equipment, mounted sprayers
- 9 fertilizer distributing equipment

TABLE 5. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County,
 Projected 2018
 Planting Dates: May 15 - July 1
 Harvest Dates: August 20 - September 10

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
OAT HAY	\$175.00	2.00 TONS (IN FIELD)						\$350.00	
TOTAL								\$350.00	
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
ALFALFA SEED	\$4.00	20 LBS	\$80.00						\$80.00
OAT SEED	\$0.44	50 LBS	\$22.00						\$22.00
WIRE	\$1.32	17 LBS	\$22.62						\$22.62
CANAL WATER		18 AC. IN.	\$5.00						\$5.00
SUBTOTAL			\$129.62						\$129.62
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
PLOW	40 HP	1.31 HR		\$9.83	\$11.76	\$1.82	\$60.54	\$83.94	
DISC (2X)	40 HP	1.06 HR		\$7.95	\$9.51	\$1.93	\$77.70	\$97.10	
DRAG (2X)	40 HP	0.62 HR		\$4.65	\$5.57	\$0.67	\$48.99	\$59.88	
DRILL	40 HP	0.41 HR		\$3.08	\$3.68	\$0.80	\$13.30	\$20.85	
BORDER DISC	40 HP	0.10 HR		\$0.75	\$0.90	\$0.20	\$111.54	\$113.39	
IRRIGATE (3X)		2.25 HR		\$16.88				\$16.88	
SUBTOTAL		5.75 HR		\$43.13	\$31.42	\$5.42	\$312.07	\$392.04	
HARVEST OPERATIONS									
SWATHER (CUSTOM)			\$17.50					\$17.50	
BALER	40 HP	0.65 HR		\$4.88	\$5.83	\$0.80	\$55.29	\$66.80	
SUBTOTAL		0.65 HR	\$17.50	\$4.88	\$5.83	\$0.80	\$55.29	\$84.30	
OVERHEAD EXPENSES									
DOWNTIME		2.19 HR		\$16.41				\$16.41	
EMPLOYEE BENEFITS				\$5.76				\$5.76	
INSURANCE			\$0.58					\$0.58	
LAND TAXES							\$0.40	\$0.40	
SUPERVISION AND MANAGEMENT				\$24.07				\$24.07	
SUBTOTAL		2.19 HR	\$0.58	\$46.23			\$0.40	\$47.21	
TOTAL OPERATING EXPENSES		8.59 HR	\$147.70	\$94.23	\$37.25	\$6.22	\$367.76	\$653.17	
NET OPERATING PROFIT								(\$303.17)	
INTEREST ON OPERATING CAPITAL		(\$76.03	@	5.50%)		\$4.18	
INTEREST ON EQUIPMENT INVESTMENT								\$237.54	
RETURN TO LAND AND RISK								(\$544.89)	

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Projected 2018
Harvest Dates: June 15 - September 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$175.00	3.50 TONS (IN FIELD)						\$612.50
GRAZING	\$10.00	1.00 ACRE						\$10.00
TOTAL							\$622.50	
PURCHASED INPUTS								
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
WIRE	\$1.32	30 LBS	\$39.59					\$39.59
ESTABLISHMENT: Principal		10 YEARS					\$54.49	\$54.49
: Interest							\$29.81	\$29.81
CANAL WATER		48 AC. IN.	\$5.00					\$5.00
SUBTOTAL			\$44.59				\$84.30	\$128.90
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (6X)		3.75 HR		\$28.13				\$28.13
SUBTOTAL				\$28.13	\$0.00	\$0.00	\$0.00	\$28.13
HARVEST OPERATIONS								
SWATHER (CUSTOM) (3X)			\$17.50					\$17.50
BALER (3X)	40 HP	1.95 HR		\$14.63	\$17.50	\$2.40	\$165.87	\$200.41
SUBTOTAL			\$17.50	\$14.63	\$17.50	\$2.40	\$165.87	\$217.91
OVERHEAD EXPENSES								
DOWNTIME		0.49 HR		\$3.66				\$3.66
EMPLOYEE BENEFITS				\$5.13				\$5.13
INSURANCE			\$0.51					\$0.51
LAND TAXES							\$0.40	\$0.40
SUPERVISION AND MANAGEMENT				\$27.75				\$27.75
OTHER EXPENSES			\$286.54					\$286.54
SUBTOTAL			0.49 HR	\$287.06	\$36.54		\$0.40	\$323.99
TOTAL OPERATING EXPENSES		6.19 HR	\$349.15	\$79.29	\$17.50	\$2.40	\$250.58	\$698.92
NET OPERATING PROFIT								
								(\$76.42)
INTEREST ON OPERATING CAPITAL		(\$25.41	@	5.50%)		\$1.40
INTEREST ON EQUIPMENT INVESTMENT								\$118.94
RETURN TO LAND AND RISK								(\$196.76)
BUDGET SUMMARY								
GROSS RETURN		\$622.50						
VARIABLE OPERATING EXPENSES	\$369.06							
RETURN OVER VARIABLE EXPENSES	\$253.44	(GROSS MARGIN)						
FIXED EXPENSES	\$250.58							
NET FARM INCOME	\$2.87	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$79.29							
NET OPERATING PROFIT	(\$76.42)	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$120.34							
RETURN TO LAND AND RISK		(\$196.76)						

TABLE 7. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County,
 Projected 2018
 Planting Dates: May 15 - July 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
PURCHASED INPUTS								
GRASS SEED	\$3.25	15 LBS		\$48.75				\$48.75
CANAL WATER		18 AC. IN.		\$5.00				\$5.00
SUBTOTAL				\$53.75				\$53.75
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	40 HP	1.31 HR		\$9.83	\$11.76	\$1.82	\$60.54	\$83.94
DISC (2X)	40 HP	1.06 HR		\$7.95	\$9.51	\$1.93	\$77.70	\$97.10
DRAG	40 HP	0.31 HR		\$2.33	\$2.78	\$0.34	\$24.49	\$29.94
DRILL	40 HP	0.41 HR		\$3.08	\$3.68	\$0.80	\$13.30	\$20.85
BORDER DISC	40 HP	0.10 HR		\$0.75	\$0.90	\$0.20	\$111.54	\$113.39
IRRIGATE (3X)		2.25 HR		\$16.88				\$16.88
SUBTOTAL		5.44 HR		\$40.80	\$28.63	\$5.09	\$287.58	\$362.10
OVERHEAD EXPENSES								
DOWNTIME		0.80 HR		\$5.98				\$5.98
EMPLOYEE BENEFITS				\$4.90				\$4.90
INSURANCE			\$0.49					\$0.49
LAND TAXES						\$0.40		\$0.40
SUPERVISION AND MANAGEMENT				\$19.35				\$19.35
SUBTOTAL		0.80 HR	\$0.49	\$30.23		\$0.40		\$31.12
TOTAL OPERATING EXPENSES		6.24 HR	\$54.24	\$71.03	\$28.63	\$5.09	\$287.98	\$446.97

TABLE 8. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County,
 Projected 2018
 Harvest Dates: Year-round

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS PASTURE	\$12.00	5.00 AUMS	\$60.00
TOTAL			\$60.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
ESTABLISHMENT: Principal : Interest		20 YEARS		\$22.35	\$22.35
CANAL WATER		30 AC. IN.	\$5.00	\$5.35	\$5.35
SUBTOTAL			\$5.00	\$27.70	\$32.70

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (4X)		3.00 HR		\$22.50				\$22.50
SUBTOTAL		3.00 HR		\$22.50				\$22.50

OVERHEAD EXPENSES								
DOWNTIME		0.00 HR		\$0.00				\$0.00
EMPLOYEE BENEFITS				\$2.70				\$2.70
INSURANCE			\$0.27					\$0.27
LAND TAXES						\$0.40		\$0.40
SUPERVISION AND MANAGEMENT				\$3.90				\$3.90
OTHER EXPENSES			\$286.54					\$286.54
SUBTOTAL		0.00 HR	\$286.81	\$6.60			\$0.40	\$293.81

TOTAL OPERATING EXPENSES 3.00 HR \$291.81 \$29.10 \$0.00 \$0.00 \$28.10 \$349.02

NET OPERATING PROFIT (\$289.02)

INTEREST ON OPERATING CAPITAL (\$2.50 @ 5.50%) \$0.14
 INTEREST ON EQUIPMENT INVESTMENT \$0.00

RETURN TO LAND AND RISK (\$289.15)

BUDGET SUMMARY

GROSS RETURN		\$60.00	
VARIABLE OPERATING EXPENSES	\$291.81		
RETURN OVER VARIABLE EXPENSES		(\$231.81)	(GROSS MARGIN)
FIXED EXPENSES	\$28.10		
NET FARM INCOME		(\$259.92)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$29.10		
NET OPERATING PROFIT		(\$289.02)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$0.14		
RETURN TO LAND AND RISK		(\$289.15)	

TABLE 9. Field corn, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Projected 2018
 Planting Dates: May 25 - June 25
 Harvest Dates: October 15 - November 20

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
CORN	\$6.61	40.00 CWT						\$264.29	
TOTAL								\$264.29	
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
CORN SEED	\$3.00	10 000	\$30.00					\$30.00	
CANAL WATER		30 AC. IN.	\$5.00					\$5.00	
SUBTOTAL			\$35.00						\$35.00
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
PLow	40 HP	1.31 HR		\$9.83	\$11.76	\$1.82	\$60.54	\$83.94	
DISC (2X)	40 HP	1.06 HR		\$7.95	\$9.51	\$1.93	\$77.70	\$97.10	
DRAG	40 HP	0.31 HR		\$2.33	\$2.78	\$0.34	\$24.49	\$29.94	
HAND RIDGE		10.00 HR		\$75.00				\$75.00	
HAND PLANT		5.00 HR		\$37.50				\$37.50	
HAND HOE		5.00 HR		\$37.50				\$37.50	
IRRIGATE (3X)		2.25 HR		\$16.88				\$16.88	
SUBTOTAL		24.93 HR		\$186.98	\$24.06	\$4.09	\$162.74	\$377.86	
HARVEST OPERATIONS									
HAND PICK		25.00 HR		\$187.50				\$187.50	
SUBTOTAL		25.00 HR		\$187.50	\$0.00	\$0.00	\$0.00	\$187.50	
OVERHEAD EXPENSES									
DOWNTIME		0.67 HR		\$5.03				\$5.03	
EMPLOYEE BENEFITS				\$44.94				\$44.94	
INSURANCE			\$4.49					\$4.49	
LAND TAXES							\$0.40	\$0.40	
SUPERVISION AND MANAGEMENT				\$22.51				\$22.51	
OTHER EXPENSES			\$286.54					\$286.54	
SUBTOTAL		0.67 HR	\$291.04	\$72.47			\$0.40	\$363.90	
TOTAL OPERATING EXPENSES		50.60 HR	\$326.04	\$446.94	\$24.06	\$4.09	\$163.14	\$964.26	
NET OPERATING PROFIT								(\$699.97)	
INTEREST ON OPERATING CAPITAL		(\$24.54 @ 5.50%)						\$1.35	
INTEREST ON EQUIPMENT INVESTMENT								\$122.50	
RETURN TO LAND AND RISK								(\$823.82)	

BUDGET SUMMARY			
GROSS RETURN		\$264.29	
VARIABLE OPERATING EXPENSES	\$354.18		
RETURN OVER VARIABLE EXPENSES		(\$89.90)	(GROSS MARGIN)
FIXED EXPENSES	\$163.14		
NET FARM INCOME		(\$253.03)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$446.94		
NET OPERATING PROFIT		(\$699.97)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$123.85		
RETURN TO LAND AND RISK		(\$823.82)	

TABLE 10. Summary of per acre costs and returns, 10 acre part-time farm, Cibola County,
Projected 2018

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PERMANENT PASTURE ESTABLISHMENT	PERMANENT PASTURE	FIELD CORN
	TONS	TONS		AUMS	CWT
PRIMARY YIELD	2.00	3.50		5.00	40.00
PRIMARY PRICE	\$175.00	\$175.00		\$12.00	\$6.61
GOVERNMENT PAYMENTS	\$0.00	\$0.00		\$0.00	\$0.00
SECOND INCOME	\$0.00	\$10.00		\$0.00	\$0.00
GROSS RETURN	\$350.00	\$622.50		\$60.00	\$264.29
CASH OPERATING EXPENSES					
SEED	\$102.00		\$48.75		\$30.00
FERTILIZER					
CHEMICALS					
CROP INSURANCE					
OTHER PURCHASED INPUTS	\$22.62	\$39.59			
CANAL WATER	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$37.25	\$17.50	\$28.63	\$0.00	\$24.06
FUEL-IRRIGATION					
REPAIRS	\$6.22	\$2.40	\$5.09	\$0.00	\$4.09
CUSTOM CHARGES	\$17.50	\$17.50			
LAND TAXES	\$0.40	\$0.40	\$0.40	\$0.40	\$0.40
OTHER EXPENSES	\$0.58	\$287.06	\$0.49	\$286.81	\$291.04
TOTAL CASH EXPENSES	\$191.57	\$369.46	\$88.36	\$292.21	\$354.58
RETURN OVER CASH EXPENSES	\$158.43	\$253.04	(\$88.36)	(\$232.21)	(\$90.29)
FIXED EXPENSES	\$367.37	\$250.18	\$287.58	\$27.70	\$162.74
TOTAL EXPENSES	\$558.94	\$619.63	\$375.94	\$319.92	\$517.32
NET FARM INCOME	(\$208.94)	\$2.87	(\$375.94)	(\$259.92)	(\$253.03)
LABOR AND MANAGEMENT COSTS	\$94.23	\$79.29	\$71.03	\$29.10	\$446.94
NET OPERATING PROFIT	(\$303.17)	(\$76.42)	(\$446.97)	(\$289.02)	(\$699.97)
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL	\$4.18	\$1.40		\$0.14	\$1.35
INTEREST ON EQUIPMENT INVESTMENT	\$237.54	\$118.94		\$0.00	\$122.50
TOTAL CAPITAL COSTS	\$241.72	\$120.34	\$0.00	\$0.14	\$123.85
RETURN TO LAND AND RISK	(\$544.89)	(\$196.76)	(\$446.97)	(\$289.15)	(\$823.82)