MICROCOMPUTER CROP COST AND RETURN GENERATOR

BUDGET AREA	DONA ANA COUNTY Projected 2018
FARM SIZE	500.00 Acres
IRRIGATION TYPE	FLOOD
NUMBER OF CROPS	12

VERSION 1.0

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TABLE 17. TOMATOES, FLOOD IRRIGATED, BUDGETED PER ACRE COSTS AND RETURNS FOR A FARM WITH ABOVE AVERAGE MANAGEMENT, MESILLA VALLEY, 2003

PLANTING DATES: MARCH 15 - APRIL 25

HARVEST DATES: OCTOBER 1 - OCTOBER 30

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
TOMATOES	85.00	12.00	TONS	1,020.00
TOTAL				1,020.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	TOTAL
SEED	7.00	2.00	LBS	14.00	14.00
ANHYDROUS AMMONIA (NH3)	#REF!	200.00	LBS	#REF!	#REF!
NITROGEN (N)	0.31	30.00	LBS	9.30	9.30
PHOSPHATE (P205)	0.26	70.00	LBS	18.80	18.80
HERBICIDE	15.36	1.00	X/EACH	15.36	15.36
INSECTICIDE	29.20	1.00	X/EACH	29.20	29.20
FUEL		18	AC. IN.		
WATER		30.00	AC. IN.	83.00	83.00
CANAL WATER					
SUBTOTAL				#REF!	#REF!

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL&OIL	REPAIRS	FIXED COST	TOTAL
DISC	126 HP	0.14	HR		1.05	3.92	1.31	2.31	8.59
CHISEL	126 HP	0.20	HR		5.52	5.52	1.53	3.41	12.12
PLOW	126 HP	0.38	HR		2.85	10.63	4.56	7.51	25.55
DISC	126 HP	0.14	HR		5.05	3.92	5.31	2.31	8.59
LASER PLANE (CUSTOM)	80 HP	0.05	HR	73.33	0.35	0.92	0.21	0.41	2.03
FERTILIZE	126 HP	0.17	HR		8.22	4.72	2.72	7.44	10.22
SPRAY	126 HP	0.18	HR		8.33	5.03	2.33	8.32	11.03
LISTER	126 HP	0.75	HR		5.66	3.00	0.00	7.00	37.66
IRRIGATE	40 HP	0.21	HR		3.55	1.81	0.71	3.55	7.71
CULTIPLANT-SHAPER (3X)	40 HP	0.26	HR		8.99	8.88	5.33	4.55	12.66
ROLLING CULT	40 HP	0.63	HR		4.77	8.66	2.22	2.55	94.11
CULT & SIDEDRESS (CUSTOM)	80 HP	0.33	HR		3.24	6.19	2.33	3.84	94.84
FURROW	126 HP			37.00	8	9	5	4	57.00
ROTOBUCK	40 HP	0.35	HR		2.66	3.19	0.35	2.45	8.55
IRRIGATE (7X)		5.50	HR		43.25	61.95	0.00	22.33	68.73
IRRIGATE (11X)									
SUBTOTAL		9.29	HR	110.33	69.68	56.69	19.14	60.05	315.89

HARVEST OPERATIONS									
HARVEST (CUSTOM)				105.00					105.00
CHASE (TRAILER) (3X)	40 HP	7.50	HR		56.25	67.32	8.30	43.74	175.61
SUBTOTAL		7.50	HR	105.00	56.25	67.32	8.30	43.74	280.61

POSTHARVEST OPERATIONS									
SHREDDER	40 HP	0.29	HR		2.18	2.60	0.37	0.00	5.15

OVERHEAD EXPENSES									
DOWNTIME		2.71	HR		20.31				20.31
EMPLOYEE BENEFITS				2.56	23.06				62.56
INSURANCE								8.76	8.76
TAXES									
SUPERVISION AND MANAGEMENT					100.36				100.36
OTHER EXPENSES				84.77					84.77
SUBTOTAL		2.71	HR	87.33	143.72			8.76	239.81
TOTAL OPERATING EXPENSES		19.79	HR	#REF!	271.82	#VALUE!	#VALUE!	112.56	#REF!
NET OPERATING PROFIT									#REF!
INTEREST ON OPERATING CAPITAL		#REF!	@	0.06)					#REF!
INTEREST ON EQUIPMENT INVESTMENT	(								0.00
RETURN TO LAND AND RISK									#REF!

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

BUDGET SUMMARY

GROSS RETURN	1,020.00	
VARIABLE OPERATING EXPENSES	#REF!	
FEED OVER VARIABLE EXPENSES	#REF!	(GROSS MARGIN)
FIXED EXPENSES	112.56	
LABOR AND MANAGEMENT INCOME	#REF!	(RETURN TO CAPITAL, LABOR, LAND & RISK)
NET OPERATING COST	271.82	
PROFIT	#REF!	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	#REF!	
RETURN TO LAND AND RISK		

/riacresum~/RIA~/riover~{ESC}{GOTO}{HOME}~{CALC}/XQ

/RIB~{ESC}{GOTO}{HOME}~{CALC}/XQ

/RIC~{ESC}{GOTO}{HOME}~{CALC}/XQ

/RIACCOMP~/RIACCOMP2~{ESC}{GOTO}{HOME}~{CALC}/XQ

/RIINPUT~/RIINPUT2~{ESC}{GOTO}{HOME}~{CALC}/XQ

/ li CRRA GLLLLLLLL CRRB GPQ /XQ

/PP_A
P RB IP GPQ /XQ EtQ
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/ R VA BN 1 /R VO VER BN 55 / R VAC R
/ESC} {GOTO} {HOME} CRRB N1 CC8 4 A G PQ /RE
B N1 QCC8 4
/PPOOFQCRREQUIST A GPQ
/PPOOFQCRRb A GPQ
/PPOOFQCRREQUIP A
GP Q
/PPOOFQCRRHAY A GPQ
/PPOOFQCRRPCOTTON A
GP Q
/PPOOFQCRRUCOTTON A GP Q

TABLE 1. Acreage Summary, Dona Ana & Sierra Counties, Projected 2018

BUDGET AREA.....	DONA ANA AND SIERRA COUNTIES
FARM SIZE.....	500 ACRES
IRRIGATION TYPE.....	FLOOD
NUMBER OF CROPS..	12

ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE AC. IN. PER ACRE	WATER USE TOTAL AC. IN.
ALFALFA ESTABLISHMENT *	40.00	12	480
ALFALFA	160.00	60	9,600
PIMA COTTON	17.00	33	561
ARP	0.00		
FLEX IN UPLAND COTTON	3.00	33	99
UPLAND COTTON	119.00	33	3,927
ARP	0.00		
FLEX IN PIMA COTTON	21.00	33	693
GRAIN SORGHUM	17.00	24	408
ARP	0.00		
FLEX IN UPLAND COTTON	3.00	33	99
SPRING LETTUCE	10.00	30	300
FALL LETTUCE *	50.00	40	2,000
WHEAT	17.00	36	612
ARP	0.00		
FLEX IN UPLAND COTTON	3.00	33	99
FALL ONIONS	20.00	56	1,120
MIDSEASON YELLOW ONIONS	20.00	48	960
SWEET SPANISH ONIONS	20.00	56	1,120
GREEN CHILE	15.00	55	825
RED CHILE	15.00	60	900
ROADS, DITCHES, HOMESTEAD	40.00		
TOTAL	500.00		23,803
ACRE FEET PER ACRE OF WATER RIGHTS			3.97

* DOUBLE-CROPPED

TABLE 2. Basic cost information for Dona Ana and Sierra Counties, Projected 2018

Item			
Labor Wage Rate:			
Equipment operators		$/hour	$7.50
General & Irrigators		$/hour	$7.50
Purchased Inputs:			
Nitrogen (N)		$/pound	$0.31
Phosphate (P205)		$/pound	$0.24
Canal water		$/acre	$75.00
Additional Water (over 2 acft)		$/ac ft	$16.00
Baling Wire		$/lb	$1.32
Energy:			
Butane		$/MCF	$2.85
Diesel fuel		$/gallon	$2.70
Gasoline		$/gallon	$2.40
Electricity (El Paso Elec)		cents/KwHr	0.00
Natural gas (Rio Grande)		$/MCF	$4.11
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	5.50%
Land Interest Rate		percent	5.00%
Equipment Interest Rate		percent	5.50%
Real Interest Rate		percent	3.00%
Land Taxes	$900.00	/acre (full value)	$8.76
Personal Property Tax Rate	- NR	$/$1,000 (Assessed	$29.20
	- R	Value)	$26.09
Supervision Factors			
Field Crop-Irrigation		$/labor hour	$1.00
Field Crop-Equipment & 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	7.00%
Vegetable Crops		percent/TOE	10.00%

TABLE 3. Overhead cost information for Dona Ana and Sierra Counties, Projected 2018

Item					
Electricity (Domestic & Shop)			$304.80	per month	$3,658
Telephone			$222.25	per month	$2,667
Accounting & Legal					$3,359
Misc. Supplies & Hand Tools					$4,293
Pickup and Auto					
miles	25,400	@	$0.500	per mile	$12,700
Insurance					
- general liability (non-employee)					$1,892
- fire/theft					$2,851
Property Taxes					
- non-planted land					$0
- other than land & machinery					$0
Fixed Costs - Pump					$3,915
Building repairs and maintenance					$1,435
Dues, fees, publications					$432
Farmstead Equipment					$184
				Total	$37,386
			Total Per Planted Acre		$84.77

TABLE 4 F ual ng costs and data for irrigation wells, Dona Ana & Sierra Counties.
Pu ished Ma 2008

IRRIGATION

DELIVER PSI 0.00 DEPTH CHARACTERISTICS: STATIC 50

SPRINKLER DR 2367.5 25 PUMP LIFT 100 TURF 0

G.A.L. LONG PERIOD RATE (GPM) 1,500
W.O. R.K HORSE POWER 27

ELEC ICITY
EL E CTRICITY 0.470
NATURAL GAS 0.060
PROPANE 0.060
B. U 0.063
DIESEL
DIESEL, LO, S T P, E G
DIESEL, ULTRA
NATURAL GAS 0.00 COST /U
LP GAS 1.00 BTU/
B. U 92.70 EQUIVALENT
DIESEL

FUEL PUMPING RATE

ELECTRIC RATE
COST P $0.03
PER HOUR/INCH $0.61
COST PER ACRE I
NATURAL GAS W P ER
COST P R $3.83
PER HOUR/INCH $3.34
COST PER ACRE I

BUTANE
MEL L I $28.30
CO S T PER HOUR INCH $7.91
COST PER ACRE I

DIESEL MELL
COST PER HOUR $16.53
COST PER ACRE I INCH $4.62

TABLE 5 E quipment costs for a 500-acre farm with above-average management: Dona Ana and Sierra Counties
Pu ished 2008

EQUIPMENT ITEM & SIZE	A. YNBRS. USE FUL LIFE Y	NUMBER	TOT AL U	VARIABLE COSTS PU R L OIL	REPAIR AND LABOR	FUEL, OIL	REPAIRS AND LABOR	FIXED COSTS DEPRECIATION	TAXES	TOT AND
TRACTOR	4	1								
TRACTOR	40	1	67	83	82	88	$1.08			
TRACTOR	470 HP	1	67	83	82	88	$1.08	84	83	$1.05
COTTON P	4 ROW	1	67	83	82	88	$1.08	84	83	$1.05
COMBINE	1/2 TON	1	600		83		$0.76	83	81	$1.04
PICKER	2 PT	1	1678		2,000		$0.76	2,000	1,000	$2.51
BALER	2	1	1,400		824		$2.16	1,000	824	$2.51
PT	600 E	1	1,000		89		$2.68	8933	839	$1.05
CULTIVATOR T	18 PERF	1	16		77	81	$0.54	8133	833	$0.91
SUBSOILER/ BUCK	14 PT	1	1		$3,000		$3.72	8600	829	$2.18
DISC	1	1	1,000		729	83	$3.72	8600	829	$2.18
PL ANT SHAPER	ROW	1	1		$875		$0.78	883	80	$1.8
HARVESTER		1	1		$760		$0.50	81	87	$380.06
PLANTER	4 ROW	1	17		$1,000		$0.54	8600	829	$2.29
PLANTER	4 ROW	1	16		$1,000		$0.54	8600	829	$2.29
LISTER	4 ROW	1	60		$1,000		$3.96	8613	8	$2.62
HARRO	8 FT	1	1		$200		$0.01	827	82	$2.27
PLOW		1	1		$1,000		$0.52	82	8	$3.39
DISC	DISCORD 6 16 IN	1	1		$1,000		$0.52	8600	8	$2.29
SPRA	17 PT	1	62		$2,000		$3.96	8600	829	$2.29
SPR (MTD)	TRACTO	1	68	1	$21	$880	$1	$10 11	$1.45	82
SPRAYER	6 DISC	1	7	1	$1,000		$0.52	8600	829	$2.29
SC		1	1		$750		$		$0.50	8600
CHANNELWAVE S	4 TON	1	648	9	$2		$83		$0.00	8210
COTTON	8 BALE	1	6	1	$2,000		$9		$0.00	8730
TR		1	1800	1	$3,000	80	80	$0.03	$0.00	$1,000
SUBTOTAL					$102,350	$21,730	$19,037			$11,713
W. EL. L										

EQUIPMENT LIST

ITEM	USE FUL LIFE YEARS	WE IGHT LBS	E QU IPM ENT COST	M AINT ENAN CE COST	F U EL USAGE	LUBE RATE	ACCUM HOURS	AGE	INTEREST EXPENSE
TRACTOR	4	4,875		50	1	800	3.65	0.18	6497.78
TRACTOR	40	13,915		18	1	800	7.10	0.13	7243.74
TRACTOR	470 HP	13,915	1,000	18	1	800	7.10	0.13	7243.74
COTTON P	4 ROW	68,600	2,000	15	1	300	9.54	0.15	2470.58
COMBINE	1/2 TON	3,500	1,250	15	5	150			1650.58
PICKER	2 PT	28,500	1,000	15	5	500			1100.00
CHISEL	2	1,500	1,000	15	2	500			1100.00
BALER	2	7,700	1,000	15	2	500			3024.00
PT	600 E	4,000	2,000	15	3	300			3150.74
CULTIVATOR T	18 PERF	2,000	1,000	15	4	300			397.12
SUBSOILER/ BUCK	14 PT	3,000	1,500	15	4	300			397.12
DISC	1	3,000	1,500	15	6	180			792.00
PL ANT SHAPER	ROW	1,350	625	15	3	300			72.00
HARVESTER	1	10,000	3,000	15	3	300			0.00
PLANTER	4 ROW	500	500	15	1	150			51.88
PLANTER	4 ROW	8,500	3,000	10	8	150			618.54
LISTER	4 ROW	3,000	1,500	15	5	300			959.56
HARRO	8 FT	600	200	15	4	300			1099
PLOW		10,000	3,000	15	6	300			1650.58
DISC	DISCORD 6 16 IN	4,915	2,000	15	4	300			330.01
SPRA	17 PT	3,500	2,250	10	8	250			1237
SPR (MTD)	TRACTO	5,000	1,000	15	8	300	3.12	0.20	1650.58
SPRAYER	6 DISC	1,500	750	15	3	300			28.00
SC		3,500	750	15	3	300			343
CHANNELWAVE S	4 TON	1,400	500	15	4	300			1650.58
COTTON	8 BALE	1,400	200	15	4	20			288.00
TR		24	0	25	0	8.7			1861
SUBTOTAL		600	100			67			12
W. EL. L									

ALFALFA EST	ALFALFA ANY	PAIL OPERATI ON	ALL	MR. D SEA SOW & LLO WING	SW THINNING	GREEN CHILE	PER ACRE TOTALS
4.03	3.97	3.97	0.93	0.80	5.62	3.47	0.00
6.96	6.97	7.45	2.61	7.45	7.45	7.45	0.00
6.96	6.97	7.45	2.61	7.45	7.45	7.45	0.00
832.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6.30	6.30	0.00	0.00	0.00	0.00	0.00	0.00
6.30	6.30	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.23	0.23	0.12	0.50	0.42	0.00	0.54	0.45
0.23	0.23	0.12	0.50	0.42	0.00	0.54	0.45
0.36	0.36	0.26	0.47	0.48	0.00	0.48	0.48
0.00	0.00	0.00	0.00	0.66	0.00	0.66	0.55
0.00	0.00	0.00	0.00	0.00	0.00	0.57	0.57
0.00	0.00	0.00	0.00	0.22	0.22	0.00	0.45
0.00	0.00	0.00	0.00	0.22	0.22	0.00	0.45
0.00	0.00	0.00	1.02	0.00	0.00	0.00	0.00
0.00	0.36	0.36	0.24	0.36	0.00	0.36	0.24
0.00	0.36	0.36	0.24	0.36	0.00	0.36	0.24
0.00	0.79	0.79	0.00	0.79	0.00	0.79	0.79
0.00	0.00	0.00	0.00	0.00	0.00	2.12	0.00
0.17	0.25	0.36	0.24	0.00	0.36	0.36	0.36
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.63
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	13.27	0.00	4.98	4.98
19.27	30.49	30.68	9.16	27.76	26.91	33.99	26.32

INTEREST PROVISION

ALFALFA NEW	ALFALFA ESTABLISHMENT	SO DR YEAR	1 SPRING	UST F ALL	DURUM SEED	FALL ONIONS	MR. D SEA SOW & LLO WING	SW THINNING	GREEN CHILE	TOMATOES
	dollars per acre									
0.00	1.46	1.46	0.96	0.62	1.10	0.99	0.96	0.96	0.96	4.03
4.03	3.97	3.97	0.93	3.47	3.47	0.93	0.80	5.62	5.62	3.47
0.00	6.96	6.97	3.61	7.29	7.45	2.61	7.45	7.45	7.45	7.45
0.00	6.96	6.97	3.61	7.29	7.45	2.61	7.45	7.45	7.45	7.45
0.00	832.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	6.30	6.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	6.30	6.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.23	0.23	0.12	0.50	0.42	0.00	0.54	0.45	0.45	0.54
0.00	0.23	0.23	0.12	0.50	0.42	0.00	0.54	0.45	0.45	0.54
0.00	0.36	0.36	0.26	0.47	0.48	0.00	0.36	0.48	0.48	0.48
0.00	0.00	0.00	0.00	0.66	0.66	0.00	0.66	0.55	0.55	0.55
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.57	0.57	0.00
0.00	0.00	0.00	0.00	0.22	0.22	0.00	0.45	0.33	0.33	0.22
0.00	0.00	0.00	0.00	0.22	0.22	0.00	0.45	0.33	0.33	0.22
0.00	1.02	1.02	1.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.36	0.36	0.24	0.36	0.36	0.00	0.36	0.24	0.36	0.24
0.00	0.36	0.36	0.24	0.36	0.36	0.00	0.36	0.24	0.36	0.24
0.00	0.79	0.79	0.00	0.79	0.79	0.00	0.79	0.79	0.79	0.79
0.00	0.00	0.00	0.00	0.00	0.00	2.12	0.00	0.00	0.00	0.00
0.17	0.25	0.36	0.24	0.00	0.36	0.36	0.36	0.36	0.36	0.36
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.63	0.64
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	13.27	0.00	4.98	4.98	4.98	0.00	0.00
19.27	30.49	30.68	9.16	27.76	26.91	33.99	26.32	19.94	29.94	25.95

ALFALFA ESTABLISHMENT ACRES: 40 PUMP WATER: 0.00

MACHINE	PO WER UNI T	T IME &/OR	ACCOMPLISHMENT RATE	TOTAL	CUSTOM
	180 HP	1.00	0.14	0.14	
CH ISEL	180 HP	1.00	0.20	0.20	
PLOW	180 HP	1.00	0.38	0.38	
DISC	180 HP	2.00	0.14	0.28	73.93
DI S AND	140 HP	1.00	0.05	0.05	
LAND PLANE	40 HP	1.00	0.06	0.06	
ROLLER	40 HP	1.00	0.06	0.06	
	140	1.00	0.21	0.21	
DRILL TR (DI)	HP	2.00	0.38	1.81	
IRRIGA					

ALFALFA HAY ACRES: 160 PUMP WATER: 0.00

MACHINE	PO WER UNI T	T IME &/OR	ACCOMPLISHMENT RATE	TOTAL	CUSTOM
	140HP	1.00	0.11	0.11	
	140HP	1.00	0.06	0.06	
SPRAY E (EN)		20	0.30	0.60	
ASSEMBLY		20			
SW AT HER	14 FT	0.00	0.21	0.00	
EQUIPM PTO	Y TONS	@	7.60	TON	63.30
LOADER (LO	UST/ON)				
MULLICASHER (C					

PIMA COTTON ACRES: 17 PUMP WATER: 0.00

MACHINE	PO WER UNI T	T IME &/OR	ACCOMPLISHMENT RATE	TOTAL	CUSTOM
	140 HP	1.00	0.14	0.14	
CH ISEL	140 HP	1.00	0.20	0.20	
PLOW	140 HP	1.00	0.38	0.38	
DISC	140 HP	1.00	0.14	0.14	
DISC & SPRAY	140 HP	1.00	0.16	0.16	
PLANTER	60 HP	1.00	0.06	0.06	
	140	1.00	0.18	0.18	
PRE EMI	HP	1.00	0.32	0.32	
	40 HP	1.00	0.32	0.32	
RATE	40 HP	1.00	0.21	0.21	
INSECTICIDE	40 HP	1.00	0.32	0.32	
CULTIVATOR	140	1.00	0.26	0.26	
HARROW	80 HP	3.00	0.21	0.63	
ROLLING ULT	40 HP	2.00	0.02	0.03	
FLY INCREMENT (2 X	40 HP	1.00	0.32	0.32	
	R)		4.00	0.24	0.00
IRRIGATE (2					

COTTON PICKER 2 R O 2.00 0.62 1.24
(2 SECTION TRAILER WL LF N 2.00 0.50 1.00
(2 ROW COTTON) PER UNIT LA TO 0.15
(CUATO M

SHREDDER 40 HP 1.00 0.29 0.29

UPLAND COTTON ACRES: 149 PUMP WATER: 0.00

MACHINE	PO WER UNI T	T IME &/OR	ACCOMPLISHMENT RATE	TOTAL	CUSTOM
	140 HP	1.00	0.14	0.14	
CH ISEL	140 HP	1.00	0.20	0.20	
PLOW	140 HP	1.00	0.38	0.38	
DISC	140 HP	1.00	0.14	0.14	
DISC & SPRAY	140 HP	1.00	0.17	0.17	
PLANTER	60 HP	1.00	0.06	0.06	
	140 HP	1.00	0.18	0.18	
PRE EMI		1.00	0.58	0.00	
RATE	40 HP	1.00	0.32	0.32	
INSECTICIDE	40 HP	1.00	0.32	0.32	
CULTIVATOR	140	1.00	0.26	0.26	
HARROW	80 HP	3.00	0.21	0.63	
ROLLING ULT	40 HP	2.00	0.02	0.03	
FLY INCREMENT (2 X	40 HP	1.00	0.32	0.32	
	R)		4.00	0.24	0.00
IRRIGATE (2					

COTTON PICKER 2 R O 2.00 0.62 1.24
(2 SECTION TRAILER WL LF N 2.00 0.50 1.00
(2 ROW COTTON) PER UNIT LA TO 0.15
(CUATO M

SHREDDER 40 HP 1.00 0.29 0.29

GRAIN SORGHUM ACRES: 17 PUMP WATER: 0.00

MACHINE	PO WER UNI T	T IME &/OR	ACCOMPLISHMENT RATE	TOTAL	CUSTOM
	140 HP	1.00	0.14	0.14	
	140 HP	1.00	0.20	0.20	
DISC &	140 HP	1.00	0.38	0.38	
DI STRIBUTOR	140 HP	1.00	0.26	0.26	
PLANTER	60 HP	1.00	0.06	0.06	
	40 HP	3.00	0.32	0.95	
CU TWEEDER		4.00	0.38	0.00	
LT (TR)					
(60					

GM BINE (C UST OMS PER 0.24
CWT) (CUS TOM) PER CWT 0.18

SHREDDER 40 HP 1.00 0.29 0.29

SPRING LETTUCE ACRES: 10 PUMP WATER: 16.50

MACHINE	PO WER UNI T	T IME &/OR	ACCOMPLISHMENT RATE	TOTAL	CUSTOM
	140 HP	1.00	0.14	0.14	
	140 HP	1.00	0.20	0.20	
CH ISEL	140 HP	1.00	0.38	0.38	
PLOW	140 HP	2.00	0.14	0.28	
DISC		4.00	0.20	0.80	73.93
DI S AND	140 HP	1.00	0.05	0.05	
LAND PLANE	140 HP	1.00	0.17	0.17	
& LISTER	140 HP	1.00	0.18	0.18	
		1.00	0.58	0.00	
PRE EMI	40 H	1.00	0.21	0.21	
RATE	EQ	1.00	0.26	0.26	
INSECTICIDE	40 HP	1.00	0.32	0.32	
CULTIVATOR	40 HP	1.00	0.21	0.21	
HARROW		0.00	0.16	0.00	160.00
ROLLING ULT		0.00	0.16	0.00	0.00
FERTILIZER (BU	40 HP	8.00	0.02	0.13	
CHISEL		8.00	0.27	0.29	

OBJECT			
COMPOSTING	PER CARTON		1.95
FIELD MOUNTING	PER CARTON		0.60
PACKAGING STOW	PER CARTON		0.30
(CU	PER CARTON		0.00

FALL LETTUCE ACRES: 50 PUMP WATER: 0.00

MACHINE	PO WER UNI T	T IME &/OR	ACCOMPLISHMENT RATE	TOTAL	CUSTOM
	140 HP	1.00	0.14	0.14	
	140 HP	1.00	0.20	0.20	
CH ISEL	140 HP	1.00	0.38	0.38	
PLOW	140 HP	2.00	0.14	0.28	
DISC		4.00	0.20	0.80	73.93
DI S AND	140 HP	1.00	0.05	0.05	
LAND PLANE	140 HP	1.00	0.17	0.17	
& LISTER	140 HP	1.00	0.18	0.18	
		1.00	0.58	0.00	
PRE EMI	40 H	1.00	0.21	0.21	
RATE	EQ	1.00	0.26	0.26	
INSECTICIDE	40 HP	1.00	0.32	0.32	
CULTIVATOR	40 HP	1.00	0.21	0.21	
HARROW		0.00	0.16	0.00	160.00
ROLLING ULT		0.00	0.16	0.00	0.00
FERTILIZER (BU	40 HP	8.00	0.02	0.13	
CHISEL		8.00	0.27	0.29	

OBJECT			
COMPOSTING	PER CARTON		1.95
FIELD MOUNTING	PER CARTON		0.60
PACKAGING STOW	PER CARTON		0.30
(CU	PER CARTON		0.00

WHEAT ACRES: 17 PUMP MATERIAL ACCOMPLISHMENT 6.00

MACHINE	PO WER UNI T	T. MEC OVER	HRS/A CRE	CRITICAL	CUSTOM
DISC CHISEL DISC S SPRAY BOREDR DISC DRILL IRRIGATE (IR)	140 HP	1.00	0.14	0.14	
	140 HP	1.00	0.20	0.20	
	140 HP	1.00	0.09	0.09	
	140 HP	1.00	0.17	0.17	
	40 HP	1.00	0.06	0.06	
	140 HP	1.00	0.21	0.21	
		4.00	0.39	1.92	

DRY BEAN (CUSTOM) HAULG (CUSTOM) PER BU 24.00
0.04

SHREDDER 40 HP 1.00 0.29 0.29

FALL ONIONS ACRES: 20 PUMP MATERIAL ACCOMPLISHMENT 6.00

MACHINE	PO WER UNI T	T. MEC OVER	HRS/A CRE	CRITICAL	CUSTOM
DISC CHISEL DISC S CHISEL ANE (CUSTOM) PLANTER AT PRE- MIX SOIL FER TILIZER (CUSTOM) SPRAY BOOM (CUSTOM) CULT SWEEPS (CU STOM) IRRIGATE (IR)	140 HP	1.00	0.14	0.14	
	140 HP	1.00	0.20	0.20	
	140 HP	1.00	0.38	0.38	
	140 HP	2.00	0.14	0.28	
		0.00	0.26	0.00	
		1.00	0.05	73.35	0.05
	140 HP	1.00	0.17	0.17	
	140 HP	1.00	0.16	0.16	
		1.00	0.02	0.02	
	40 HP	1.00	0.08	0.08	
	40 HP	1.00	0.21	0.21	
	140 HP	2.00	0.21	0.42	
		0.00	0.20	0.00	
	40 HP	9.00	0.02	120.00	0.14
		13	0.29		1.68
		00			

DRY BEAN (CUSTOM) HAULG (CUSTOM) PER SACK 1.10
PER SACK 0.10
PER SACK 0.60
PER SACK 1.50
PER SACK 0.40
PER SACK 0.08

MIDSEASON YELLOWONIONS ACRES: 20 PUMP MATERIAL ACCOMPLISHMENT 6.00

MACHINE	PO WER UNI T	T. MEC OVER	HRS/A CRE	CRITICAL	CUSTOM
DISC CHISEL DISC S CHISEL ANE (CUSTOM) PLANTER AT PRE- MIX SOIL FER TILIZER (DY) CULT SWEEPS (CU STOM) IRRIGATE (IR)	140 HP	1.00	0.14	0.14	
	140 HP	1.00	0.20	0.20	
	140 HP	1.00	0.38	0.38	
	140 HP	2.00	0.14	0.28	
		0.00	0.26	0.00	
		1.00	0.05	73.35	0.05
	140 HP	1.00	0.17	0.17	
	140 HP	1.00	0.16	0.16	
		1.00	0.02	0.02	
	40 HP	1.00	0.08	0.08	
	40 HP	1.00	0.21	0.21	
	140 HP	1.00	0.21	0.21	
	40 HP	2.00	0.21	0.42	
		0.00	0.20	0.00	
	40 HP	9.00	0.02	120.00	0.14
		13	0.29		1.68
		00			

DRY BEAN (CUSTOM) HAULG (CUSTOM) PER SACK 1.10
PER SACK 0.10
PER SACK 0.60
PER SACK 1.50
PER SACK 0.40
PER SACK 0.08

[illegible] ACRES: 20 PUMP MATERIAL ACCOMPLISHMENT 6.00

MACHINE	PO WER UNI T	T. MEC OVER	HRS/A CRE	CRITICAL	CUSTOM
DISC CHISEL DISC S CHISEL ANE (CUSTOM) PLANTER AT PRE- MIX SOIL FER TILIZER (DY) CULT SWEEPS (CU STOM) IRRIGATE (IR)	140 HP	1.00	0.14	0.14	
	140 HP	1.00	0.20	0.20	
	140 HP	1.00	0.38	0.38	
	140 HP	2.00	0.14	0.28	
		0.00	0.26	0.00	
		1.00	0.05	73.35	0.05
	140 HP	1.00	0.17	0.17	
	140 HP	1.00	0.16	0.16	
		1.00	0.02	0.02	
	40 HP	1.00	0.08	0.08	
	40 HP	1.00	0.21	0.21	
	140 HP	1.00	0.21	0.21	
	40 HP	2.00	0.21	0.42	
		0.00	0.20	0.00	
	40 HP	9.00	0.02	120.00	0.14
		13	0.29		1.68
		00			

DRY BEAN (CUSTOM) HAULG (CUSTOM) PER SACK 1.10
PER SACK 0.10
PER SACK 0.60
PER SACK 1.50
PER SACK 0.40
PER SACK 0.08

GREEN CHILE ACRES: 15 PUMP MATERIAL ACCOMPLISHMENT 0.00

MACHINE	PO WER UNI T	T. MEC OVER	HRS/A CRE	CRITICAL	CUSTOM
DISC CHISEL DISC S CHISEL ANE (CUSTOM) PLANTER AT PRE- MIX SOIL FER TILIZER (DY) CULT & SWEEPS (CU STOM) IRRIGATE (IR)	140 HP	1.00	0.14	0.14	
	140 HP	1.00	0.20	0.20	
	140 HP	1.00	0.38	0.38	
	140 HP	2.00	0.14	0.28	
		0.00	0.26	0.00	
	140 HP	1.00	0.05	73.35	0.05
	140 HP	1.00	0.17	0.17	
	140 HP	1.00	0.16	0.16	
		1.00	0.02	0.02	
	40 HP	1.00	0.08	0.08	
	40 HP	1.00	0.21	0.21	
	40 HP	2.00	0.21	0.42	
	140 HP	3	0.21	0.63	
		1.00	0.33	0.66	
		0.00	0.20	0.00	70.00
		0.00	0.20	0.00	80.00
	40 HP	7.00	0.02	0.14	
		10	0.27	0.00	
		00			

HARVEST GREEN CHILE (CUSTOM) HAULG (TRAILER) (SX) FORK LIFT (DM) HAUL (CUSTOM) (PER TON) PER B PER S 0.00 0.20
3 0.60 2.40
.00 0.35 1.05 120.00
3.00 127.50

SHREDDER 40 HP 1.00 0.29 0.29

RED CHILE ACRES: 15 PUMP MATERIAL ACCOMPLISHMENT 0.00

MACHINE	PO WER UNI T	T. MEC OVER	HRS/A CRE	CRITICAL	CUSTOM
DISC CHISEL DISC S CHISEL ANE (CUSTOM) PLANTER AT PRE- MIX SOIL FER TILIZER (DY) CULT & SWEEPS (CU STOM) IRRIGATE (IR)	140 HP	1.00	0.14	0.14	
	140 HP	1.00	0.20	0.20	
	140 HP	1.00	0.38	0.38	
		0.00	0.26	0.00	
	140 HP	1.00	0.05	73.35	0.05
	140 HP	1.00	0.17	0.17	
		1.00	0.03	0.00	
	40 HP	1.00	0.08	0.08	
	140 HP	1.00	0.28	0.28	
	40 HP	2.00	0.21	0.42	
	40 HP	3.00	0.21	0.63	
	140 HP	2.00	0.33	0.66	
		0.00	0.20	0.00	70.00
		0.00	0.20	0.00	80.00
	40 HP	7.00	0.02	0.14	
		11	0.28	0.00	
		00			

HARVEST (CUSTOM) HAULG (TRAILER) FORK LIFT HAUL (CUSTOM) PER LB PER S 0.20
40 HP 1.00 0.60 0.60
1.00 0.30 0.30 120.00
TONS PER DRY TON 60.00

SHREDDER 40 HP 1.00 0.29 0.29

TOMATOES ACRES: PER P MATERIAL ACCOMPLISHMENT 19.00

MACHINE	PO WER UNI T	T. MEC OVER	HRS/A CRE	CRITICAL	CUSTOM
DISC CHISEL DISC S DISC CHISEL ANE (CUSTOM) PLANTER AT PRE- MIX SOIL FER TILIZER (DY) CULT & SWEEPS (CU STOM) IRRIGATE (IR)	126 HP	1.00	0.14	0.14	
	126 HP	1.00	0.20	0.20	
	126 HP	1.00	0.38	0.38	
	126 HP	3.00	0.14	0.14	
		0.00	0.25	0.00	
	80 HP	1.00	0.05	73.35	0.05
	126 HP	1.00	0.17	0.17	
	126 HP	1.00	0.16	0.16	
		1.00	0.03	0.00	
	40 HP	1.00	0.08	0.08	
	80 HP	1.00	0.28	0.28	
	40 HP	3.00	0.21	0.63	
	80 HP	1.00	0.33	0.33	
		0.00	0.20	0.00	
		7.00	0.05	37.00	0.35
	40 HP	31	0.28		8.66
		00			

HARVEST (CUSTOM) HAULG (TRAILER) (SX) 100.00
40 HP 3.00 2.50 7.50

SHREDDER 40 HP 1.00 0.29 0.29

ANNUAL REPAIR COSTS AS APERCENT OF NEW VALUE

H	1	2	3	4	5	6	7	8	9
Hour									
0	0.000090	0.000020	0.000020	0.000020	0.000090	0.000140	0.000040	0.000240	0.000200 60
0.000090	0.000020	0.000020	0.000140	0.000040	0.000240	0.000200 220	0.000060	0.000250	0.000250
0.000020	0.000020	0.000020	0.000060	0.000060 200	0.000060	0.000250	0.000250	0.000060	0.000140
0.000020	0.000020	0.000020	0.000060	0.000060	0.000140	0.000060	0.000250	0.000250	0.000060
0.000020	0.000020	0.000060	0.000060	0.000250	0.000060	0.000060	0.000250	0.000250	0.000060
0.000020	0.000060	0.000060	0.000060	0.000250	0.000060	0.000250	0.000250	0.000060	0.000060
0.000060	0.000060	0.000060	0.000250	0.000060	0.000250	0.000250	0.000060	0.000250	0.000250
0.000060	0.000250	0.000250	0.000060	0.000250	0.000250	0.000060	0.000250	0.000250	0.000250
0.000250	0.000250	0.000250	0.000250	0.000250	0.000250	0.000250

TABLE 6. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018

Planting Dates: August 1 - October 1

ITEM	PRICE	QUANTITY		PURCHASED INPUTS	TOTAL
PURCHASED INPUTS					
SEED	$4.00	25.00	LBS	$100.00	$100.00
PHOSPHATE (P2O5)	$0.24	90.00	LBS	$21.60	$21.60
HERBICIDE	$26.84	1.00	X/ACRE	$26.84	$26.84
PUMP WATER*		6	AC. IN.		
CANAL WATER		6.00	AC. IN.		
SUBTOTAL				$148.44	$148.44

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14	HR		$1.05	$3.92	$1.31	$2.31	$8.59
CHISEL	185 HP	0.20	HR		$1.50	$5.59	$1.54	$3.48	$12.11
PLOW	185 HP	0.38	HR		$2.85	$10.63	$4.55	$7.50	$25.53
DISC (2X)	185 HP	0.28	HR		$2.10	$7.83	$2.63	$4.63	$17.19
LASER PLANE (CUSTOM)				$73.33					$73.33
FERTILIZE	140 HP	0.05	HR		$0.38	$0.94	$0.22	$0.47	$2.00
DISC & SPRAY	140 HP	0.17	HR		$1.28	$4.75	$1.78	$3.48	$11.29
BORDER DISC	40 HP	0.05	HR		$0.38	$0.45	$0.10	$1.93	$2.86
DRILL	140 HP	0.21	HR		$1.58	$3.94	$1.14	$10.05	$16.70
IRRIGATE (2X)		1.50	HR		$11.25	$0.05	$0.00	$8.12	$19.42
SUBTOTAL		2.98	HR	$73.33	$22.35	$38.10	$13.26	$41.97	$189.01
OVERHEAD EXPENSES									
DOWNTIME		1.17	HR		$8.79				$8.79
EMPLOYEE BENEFITS					$4.02				$4.02
INSURANCE				$0.45					$0.45
SUPERVISION AND MANAGEMENT					$25.86				$25.86
SUBTOTAL		1.17	HR	$0.45	$38.68				$39.13
TOTAL OPERATING EXPENSES		4.15	HR	$222.22	$61.03	$38.10	$13.26	$41.97	$376.58

TABLE 7. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018

Harvest Dates: June 1 - October 1

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
ALFALFA HAY	$185.00	7.00	TONS (STACKED)	$1,295.00
TOTAL				$1,295.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
NITROGEN (N)	$0.31	35	LBS	$10.85		$10.85
PHOSPHATE (P2O5)	$0.24	90	LBS	$21.60		$21.60
INSECTICIDE (CUSTOM)	$14.40	1	X/ACRE	$14.40		$14.40
WIRE	$1.32	60	LBS	$79.19		$79.19
ESTABLISHMENT: Principal		4	YEARS		$94.15	$94.15
: Interest					$11.81	$11.81
PUMP WATER*		0	AC. IN.			
CANAL WATER		60	AC. IN.	$123.00		$123.00
SUBTOTAL				$249.04	$105.96	$354.99

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SPRAYER	140 HP	0.11	HR		$0.83	$2.06	$0.60	$1.46	$4.94
FERTILIZE	140 HP	0.05	HR		$0.38	$0.94	$0.22	$0.47	$2.00
IRRIGATE (10X)		5.00	HR		$37.50	$0.00	$0.00	$0.00	$37.50
SUBTOTAL		5.16	HR		$38.70	$3.00	$0.81	$1.92	$44.44
HARVEST OPERATIONS									
SWATHER (5X)	14 FT	0.55	HR		$4.13	$5.56	$0.80	$24.83	$35.31
BALER, PTO (5X)	140 HP	1.05	HR		$7.88	$19.69	$4.73	$12.42	$44.72
BALELOADER (CUSTOM)	0			$53.20					$53.20
SUBTOTAL		1.60	HR	$53.20	$12.00	$25.25	$5.53	$37.25	$133.23
OVERHEAD EXPENSES									
DOWNTIME		0.43	HR		$3.21				$3.21
EMPLOYEE BENEFITS					$9.13				$9.13
INSURANCE				$1.01					$1.01
LAND TAXES								$8.76	$8.76
SUPERVISION AND MANAGEMENT					$96.53				$96.53
OTHER EXPENSES				$84.77					$84.77
SUBTOTAL		0.43	HR	$85.79	$108.86			$8.76	$203.41
TOTAL OPERATING EXPENSES		7.03	HR	$388.03	$159.56	$28.25	$6.34	$153.89	$736.07
NET OPERATING PROFIT									$558.93
INTEREST ON OPERATING CAPITAL		($128.04	@	5.50%)					$7.04
INTEREST ON EQUIPMENT INVESTMENT									$18.27
RETURN TO LAND AND RISK									$533.62

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

BUDGET SUMMARY

GROSS RETURN		$1,295.00	
VARIABLE OPERATING EXPENSES	$422.62		
RETURN OVER VARIABLE EXPENSES		$872.38	(GROSS MARGIN)
FIXED EXPENSES	$153.89		
NET FARM INCOME		$718.49	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$159.56		
NET OPERATING PROFIT		$558.93	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$25.31		
RETURN TO LAND AND RISK		$533.62	

TABLE 8. Pima cotton, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018
Planting Dates: April 15 - April 30
Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
LINT	$1.18	750.00 LBS	$885.00
SEED	$0.10	1,200.00 LBS	$117.00
DIRECT PAYMENT	$0.00	750.00 LBS	$0.00
TOTAL			$1,002.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$5.30	25 LBS	$132.50		$132.50
NITROGEN (N)	$0.31	120 LBS	$37.20		$37.20
PHOSPHATE (P2O5)	$0.24	50 LBS	$12.00		$12.00
HERBICIDE	$33.37	1 X/ACRE	$33.37		$33.37
CROP INSURANCE	$2.94		$2.94		$2.94
PUMP WATER*		0 AC. IN.			
CANAL WATER		33 AC. IN.	$87.00		$87.00
SUBTOTAL			$305.01		$305.01

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		$1.05	$3.92	$1.31	$2.31	$8.59
CHISEL	140 HP	0.20 HR		$1.50	$5.59	$1.54	$3.48	$12.11
PLOW	140 HP	0.38 HR		$2.85	$10.63	$4.55	$7.50	$25.53
DISC	140 HP	0.14 HR		$1.05	$3.92	$1.31	$2.31	$8.59
DISC & SPRAY	140 HP	0.15 HR		$1.13	$4.20	$1.57	$3.07	$9.96
FERTILIZE	140 HP	0.05 HR		$0.38	$0.94	$0.22	$0.47	$2.00
LISTER	140 HP	0.18 HR		$1.35	$5.03	$1.38	$3.27	$11.03
PRE-IRRIGATE		0.75 HR		$5.63	$0.00	$0.00	$0.00	$5.63
HARROW	40 HP	0.32 HR		$2.40	$2.87	$0.35	$0.42	$6.04
ROLLING CULT	40 HP	0.21 HR		$1.58	$1.88	$0.75	$0.52	$4.73
PLANTER	140 HP	0.26 HR		$1.95	$4.88	$1.56	$6.32	$14.70
HARROW	40 HP	0.32 HR		$2.40	$2.87	$0.35	$0.42	$6.04
ROLLING CULT (3X)	140 HP	0.63 HR		$4.73	$11.82	$4.30	$6.78	$27.63
ROTO BUCK (2X)	40 HP	0.03 HR		$0.23	$0.27	$0.03	$0.21	$0.74
ROPEWICK	40 HP	0.10 HR		$0.75	$0.90	$0.11	$0.23	$1.99
IRRIGATE (4X)		2.00 HR		$15.00	$0.00	$0.00	$0.00	$15.00
SUBTOTAL		5.86 HR		$43.95	$59.71	$19.32	$37.31	$160.29
HARVEST OPERATIONS								
COTTON PICKER (2X)	2-ROW	1.24 HR		$9.30	$20.25	$8.87	$38.52	$76.94
COTTON TRAILER (2X)	HALF TON	1.00 HR		$7.50	$0.00	$0.81	$28.76	$37.07
GIN COTTON (CUSTOM)			$116.03					$116.03
SUBTOTAL		2.24 HR	$116.03	$16.80	$20.25	$9.68	$67.29	$230.04
POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		$2.18	$2.60	$0.37	$1.08	$6.23
OVERHEAD EXPENSES								
DOWNTIME		1.41 HR		$10.58				$10.58
EMPLOYEE BENEFITS				$7.91				$7.91
INSURANCE			$1.26					$1.26
LAND TAXES							$8.76	$8.76
SUPERVISION AND MANAGEMENT				$75.71				$75.71
OTHER EXPENSES			$84.77					$84.77
SUBTOTAL		1.41 HR	$86.03	$94.20			$8.76	$188.99
TOTAL OPERATING EXPENSES		9.80 HR	$507.07	$157.12	$82.56	$29.37	$114.43	$890.55
NET OPERATING PROFIT								$111.45
INTEREST ON OPERATING CAPITAL		($246.67 @	5.50%)					$13.57
INTEREST ON EQUIPMENT INVESTMENT								$36.49
RETURN TO LAND AND RISK								$61.39

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

BUDGET SUMMARY

GROSS RETURN		$1,002.00	
VARIABLE OPERATING EXPENSES	$619.00		
RETURN OVER VARIABLE EXPENSES		$383.00	(GROSS MARGIN)
FIXED EXPENSES	$114.43		
NET FARM INCOME		$268.57	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$157.12		
NET OPERATING PROFIT		$111.45	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$50.06		
RETURN TO LAND AND RISK		$61.39	

TABLE 9. Upland cotton (picker), flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018

Planting Dates: April 15 - April 30
Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
LINT	$0.75	1,000 LBS		$750.00
SEED	$0.10	1,600 LBS		$156.00
DIRECT PAYMENT	$0.0000	1,000 LBS	0.85	$0.00
COUNTER CYCLICAL PAYMENT	$0.1373	1,230 LBS	0.85	$143.55
TOTAL				$1,049.55

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$7.55	25 LBS	$188.75		$188.75
NITROGEN (N)	$0.31	120 LBS	$37.20		$37.20
PHOSPHATE (P2O5)	$0.24	50 LBS	$12.00		$12.00
HERBICIDE	$33.37	1 X/ACRE	$33.37		$33.37
INSECTICIDE	$64.72	1 X/ACRE	$64.72		$64.72
CROP INSURANCE	$0.34		$0.34		$0.34
PUMP WATER*		0 AC. IN.			
CANAL WATER		33 AC. IN.	$87.00		$87.00
SUBTOTAL			$423.37		$423.37

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		$1.05	$3.92	$1.31	$2.31	$8.59
CHISEL	140 HP	0.20 HR		$1.50	$5.59	$1.54	$3.48	$12.11
PLOW	140 HP	0.38 HR		$2.85	$10.63	$4.55	$7.50	$25.53
DISC	140 HP	0.14 HR		$1.05	$3.92	$1.31	$2.31	$8.59
DISC & SPRAY	140 HP	0.17 HR		$1.28	$4.75	$1.78	$3.48	$11.29
FERTILIZE	140 HP	0.05 HR		$0.38	$0.94	$0.22	$0.47	$2.00
LISTER	140 HP	0.18 HR		$1.35	$5.03	$1.38	$3.27	$11.03
PRE-IRRIGATE		0.75 HR		$5.63	$0.00	$0.00	$0.00	$5.63
HARROW	40 HP	0.32 HR		$2.40	$2.87	$0.35	$0.42	$6.04
ROLLING CULT	40 HP	0.21 HR		$1.58	$1.88	$0.75	$0.52	$4.73
PLANTER	140 HP	0.26 HR		$1.95	$4.88	$1.56	$6.32	$14.70
HARROW	40 HP	0.32 HR		$2.40	$2.87	$0.35	$0.42	$6.04
ROLLING CULT (3X)	140 HP	0.63 HR		$4.73	$11.82	$4.30	$6.78	$27.63
ROTO BUCK (2X)	40 HP	0.03 HR		$0.23	$0.27	$0.03	$0.21	$0.74
ROPEWICK	40 HP	0.10 HR		$0.75	$0.90	$0.11	$0.23	$1.99
IRRIGATE (4X)		2.00 HR		$15.00	$0.00	$0.00	$0.00	$15.00
SUBTOTAL		5.88 HR		$44.10	$60.27	$19.53	$37.72	$161.62
HARVEST OPERATIONS								
COTTON PICKER (2X)	2-ROW	1.24 HR		$9.30	$20.25	$8.87	$38.52	$76.94
COTTON TRAILER (2X)	HALF TON	1.00 HR		$7.50	$0.00	$0.81	$28.76	$37.07
GIN COTTON (CUSTOM)			$128.30					$128.30
SUBTOTAL		2.24 HR	$128.30	$16.80	$20.25	$9.68	$67.29	$242.31
POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		$2.18	$2.60	$0.37	$1.08	$6.23
OVERHEAD EXPENSES								
DOWNTIME		1.42 HR		$10.61				$10.61
EMPLOYEE BENEFITS				$11.35				$11.35
INSURANCE			$1.26					$1.26
LAND TAXES							$8.76	$8.76
SUPERVISION AND MANAGEMENT				$79.05				$79.05
OTHER EXPENSES			$84.77					$84.77
SUBTOTAL		1.42 HR	$86.03	$101.01			$8.76	$195.81
TOTAL OPERATING EXPENSES		9.83 HR	$637.71	$164.09	$83.12	$29.58	$114.84	$1,029.34
NET OPERATING PROFIT								$20.21
INTEREST ON OPERATING CAPITAL		($245.56 @	5.50%)					$13.51
INTEREST ON EQUIPMENT INVESTMENT								$36.65
RETURN TO LAND AND RISK								($29.95)

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

BUDGET SUMMARY

GROSS RETURN		$1,049.55	
VARIABLE OPERATING EXPENSES	$750.40		
RETURN OVER VARIABLE EXPENSES		$299.14	(GROSS MARGIN)
FIXED EXPENSES	$114.84		
NET FARM INCOME		$184.30	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$164.09		
NET OPERATING PROFIT		$20.21	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$50.16		
RETURN TO LAND AND RISK		($29.95)	

TABLE 10. Grain sorghum (short season), flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018
Planting Dates: July 1 - July 15
Harvest Dates: September 1 - October 30

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
GRAIN SORGHUM	$6.08	40.00	CWT	$243.14
DIRECT PAYMENT	$0.00	40.00	CWT	$0.00
COUNTER CYCLICAL PAYMENT	$0.00	0.00	CWT	$0.00
TOTAL				$243.14

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$1.32	10	LBS	$13.20		$13.20
HERBICIDE	$22.23	1	X/ACRE	$22.23		$22.23
INSECTICIDE	$33.37	1	X/ACRE	$33.37		$33.37
PUMP WATER*		0	AC. IN.			
CANAL WATER		24	AC. IN.	$75.00		$75.00
CROP INSURANCE	$2.94			$2.94		$2.94
SUBTOTAL				$146.74		$146.74

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		$1.05	$2.63	$1.13	$1.61	$6.41
CHISEL	140 HP	0.20	HR		$1.50	$3.75	$1.28	$2.47	$9.00
DISC & SPRAY	140 HP	0.17	HR		$1.28	$3.19	$1.56	$2.62	$8.64
LISTER	140 HP	0.18	HR		$1.35	$3.38	$1.14	$2.36	$8.23
PLANTER	140 HP	0.26	HR		$1.95	$4.88	$1.56	$6.32	$14.70
ROTO BUCK (3X)	40 HP	0.05	HR		$0.34	$0.40	$0.05	$0.31	$1.10
ROLLING CULT (2X)	40 HP	0.42	HR		$3.15	$3.77	$1.49	$1.04	$9.46
IRRIGATE (4X)		2.00	HR		$15.00	$0.00	$0.00	$0.00	$15.00
SUBTOTAL		3.42	HR		$25.61	$21.99	$8.21	$16.74	$72.55
HARVEST OPERATIONS									
COMBINE (CUSTOM)				$9.60					$9.60
HAUL (CUSTOM)				$7.20					$7.20
SUBTOTAL		0.00	HR	$16.80	$0.00	$0.00	$0.00	$0.00	$16.80
POSTHARVEST OPERATIONS									
SHREDDER	40 HP	0.29	HR		$2.18	$2.60	$0.37	$1.08	$6.23
OVERHEAD EXPENSES									
DOWNTIME		0.43	HR		$3.20				$3.20
EMPLOYEE BENEFITS					$5.00				$5.00
INSURANCE				$0.56					$0.56
LAND TAXES								$8.76	$8.76
SUPERVISION AND MANAGEMENT					$18.20				$18.20
OTHER EXPENSES				$84.77					$84.77
SUBTOTAL		0.43	HR	$85.33	$26.40			$8.76	$120.49
TOTAL OPERATING EXPENSES		4.13	HR	$248.87	$54.19	$24.59	$8.58	$26.57	$362.81
NET OPERATING PROFIT									($119.66)
INTEREST ON OPERATING CAPITAL		($83.06	@	5.50%)					$4.57
INTEREST ON EQUIPMENT INVESTMENT									$8.15
RETURN TO LAND AND RISK									($132.38)

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

BUDGET SUMMARY

GROSS RETURN		$243.14	
VARIABLE OPERATING EXPENSES	$282.04		
RETURN OVER VARIABLE EXPENSES		($38.90)	(GROSS MARGIN)
FIXED EXPENSES	$26.57		
NET FARM INCOME		($65.47)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$54.19		
NET OPERATING PROFIT		($119.66)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$12.72		
RETURN TO LAND AND RISK		($132.38)	

TABLE 11. Spring lettuce, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018
Planting Dates: January 1 - February 1
Harvest Dates: May 1 - May 31

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
SPRING LETTUCE	$6.21	475	CARTONS	$2,949.75
TOTAL				$2,949.75

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$756.00	4	LBS	$3,024.00		$3,024.00
NITROGEN (N)	$0.31	250	LBS	$77.50		$77.50
PHOSPHATE (P205)	$0.24	175	LBS	$42.00		$42.00
INSECTICIDE	$37.03	3	X/ACRE	$111.09		$111.09
PUMP WATER*		16	AC. IN.			
CANAL WATER		14	AC. IN.	$75.00		$75.00
SUBTOTAL				$3,329.59		$3,329.59

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		$1.05	$2.63	$1.13	$1.61	$6.41
CHISEL	140 HP	0.20	HR		$1.50	$3.75	$1.28	$2.47	$9.00
PLOW	140 HP	0.38	HR		$2.85	$7.13	$4.06	$5.59	$19.62
DISC (2X)	140 HP	0.28	HR		$2.10	$5.25	$2.26	$3.22	$12.83
LASER PLANE (CUSTOM)				$73.33					$73.33
FERTILIZE	140 HP	0.05	HR		$0.38	$0.94	$0.22	$0.47	$2.00
DISC	140 HP	0.14	HR		$1.05	$2.63	$1.13	$1.61	$6.41
LISTER	140 HP	0.18	HR		$1.35	$3.38	$1.14	$2.36	$8.23
PRE-IRRIGATE		0.75	HR		$5.63	$0.02	$0.00	$2.41	$8.05
ROLLING CULT	40 HP	0.21	HR		$1.58	$1.88	$0.75	$0.52	$4.73
VEG-PLANT SHAPER	140 HP	0.26	HR		$1.95	$4.88	$1.32	$4.52	$12.66
CULT & SIDEDRESS (2X)	140 HP	0.66	HR		$4.95	$12.38	$4.71	$7.67	$29.71
ROLLING CULT (3X)	40 HP	0.21	HR		$1.58	$1.88	$0.75	$0.52	$4.73
THIN & HOE (CUSTOM)				$120.00					$120.00
DUSTER (CUSTOM)				$5.00					$5.00
ROTO BUCK (8X)	40 HP	0.12	HR		$0.90	$1.08	$0.13	$0.83	$2.94
IRRIGATE (8X)		4.00	HR		$30.00	$0.13	$0.00	$19.25	$49.38
SUBTOTAL		7.58	HR	$198.33	$56.85	$47.94	$18.87	$53.04	$375.03
HARVEST OPERATIONS									
HARVEST (CUSTOM)				$878.75					$878.75
CARTONS (CUSTOM)				$403.75					$403.75
HAUL (CUSTOM)				$142.50					$142.50
BROKERAGE (CUSTOM)				$272.85					$272.85
SUBTOTAL		0.00	HR	$1,697.85	$0.00	$0.00	$0.00	$0.00	$1,697.85
OVERHEAD EXPENSES									
DOWNTIME		0.71	HR		$5.31				$5.31
EMPLOYEE BENEFITS					$10.23				$10.23
INSURANCE				$1.14					$1.14
LAND TAXES								$8.76	$8.76
SUPERVISION AND MANAGEMENT					$398.09				$398.09
OTHER EXPENSES				$84.77					$84.77
SUBTOTAL		0.71	HR	$85.91	$413.63			$8.76	$508.29
TOTAL OPERATING EXPENSES		8.29	HR	$5,311.68	$470.48	$47.94	$18.87	$61.80	$5,910.77
NET OPERATING PROFIT									($2,961.02)
INTEREST ON OPERATING CAPITAL		($1,872.57	@	5.50%	)				$102.99
INTEREST ON EQUIPMENT INVESTMENT									$27.74
RETURN TO LAND AND RISK									($3,091.75)

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

BUDGET SUMMARY

GROSS RETURN		$2,949.75	
VARIABLE OPERATING EXPENSES	$5,378.49		
RETURN OVER VARIABLE EXPENSES		($2,428.74)	(GROSS MARGIN)
FIXED EXPENSES	$61.80		
NET FARM INCOME		($2,490.54)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$470.48		
NET OPERATING PROFIT		($2,961.02)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$130.73		
RETURN TO LAND AND RISK		($3,091.75)	

TABLE 12. Fall lettuce, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018
Planting Dates: August 1 - August 15
Harvest Dates: October 15 - November 10

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
FALL LETTUCE	$5.94	500	CARTONS	$2,970.00
TOTAL				$2,970.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$784.00	4	LBS	$3,136.00		$3,136.00
NITROGEN (N)	$0.31	250	LBS	$77.50		$77.50
PHOSPHATE (P205)	$0.24	150	LBS	$36.00		$36.00
HERBICIDE	$18.55	1	X/ACRE	$18.55		$18.55
INSECTICIDE	$231.73	1	X/ACRE	$231.73		$231.73
PUMP WATER*		0	AC. IN.			
CANAL WATER		40	AC. IN.	$46.67		$46.67
SUBTOTAL				$3,546.45		$3,546.45

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		$1.05	$2.63	$1.13	$1.61	$6.41
CHISEL	140 HP	0.20	HR		$1.50	$3.75	$1.28	$2.47	$9.00
PLOW	140 HP	0.38	HR		$2.85	$7.13	$4.06	$5.59	$19.62
DISC (2X)	140 HP	0.28	HR		$2.10	$5.25	$2.26	$3.22	$12.83
LASER PLANE (CUSTOM)				$72.50					$72.50
FERTILIZE	140 HP	0.05	HR		$0.38	$0.94	$0.22	$0.47	$2.00
DISC & SPRAY	140 HP	0.17	HR		$1.28	$3.19	$1.56	$2.62	$8.64
LISTER	140 HP	0.18	HR		$1.35	$3.38	$1.14	$2.36	$8.23
PRE-IRRIGATE		0.75	HR		$5.63	$0.00	$0.00	$0.00	$5.63
ROLLING CULT	40 HP	0.21	HR		$1.58	$1.88	$0.75	$0.52	$4.73
VEG-PLANT SHAPER	140 HP	0.26	HR		$1.95	$4.88	$1.32	$4.52	$12.66
CULT & SIDEDRESS (2X)	140 HP	0.66	HR		$4.95	$12.38	$4.71	$7.67	$29.71
ROLLING CULT (3X)	40 HP	0.63	HR		$4.73	$5.65	$2.24	$1.57	$14.19
THIN & HOE (CUSTOM)				$160.00					$160.00
DUSTER (CUSTOM)				$15.00					$15.00
ROTO BUCK (8X)	40 HP	0.12	HR		$0.90	$1.08	$0.13	$0.83	$2.94
IRRIGATE (8X)		4.00	HR		$30.00	$0.00	$0.00	$0.00	$30.00
SUBTOTAL		8.03	HR	$247.50	$60.23	$52.13	$20.79	$33.45	$414.09
HARVEST OPERATIONS									
HARVEST (CUSTOM)				$925.00					$925.00
CARTONS (CUSTOM)				$425.00					$425.00
HAUL (CUSTOM)				$150.00					$150.00
BROKERAGE (CUSTOM)				$274.73					$274.73
SUBTOTAL				$1,774.73					$1,774.73
OVERHEAD EXPENSES									
DOWNTIME		0.82	HR		$6.15				$6.15
EMPLOYEE BENEFITS					$10.84				$10.84
INSURANCE				$1.20					$1.20
LAND TAXES								$8.76	$8.76
SUPERVISION AND MANAGEMENT					$69.64				$69.64
OTHER EXPENSES				$84.77					$84.77
SUBTOTAL		0.82	HR	$85.98	$86.63			$8.76	$181.36
TOTAL OPERATING EXPENSES		8.85	HR	$5,654.65	$146.85	$52.13	$20.79	$42.21	$5,916.62
NET OPERATING PROFIT									($2,946.62)
INTEREST ON OPERATING CAPITAL		($2,001.22	@	5.50%)					$110.07
INTEREST ON EQUIPMENT INVESTMENT									$15.51
RETURN TO LAND AND RISK									($3,072.20)

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

BUDGET SUMMARY

GROSS RETURN		$2,970.00	
VARIABLE OPERATING EXPENSES	$5,727.56		
RETURN OVER VARIABLE EXPENSES		($2,757.56)	(GROSS MARGIN)
FIXED EXPENSES	$42.21		
NET FARM INCOME		($2,799.77)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$146.85		
NET OPERATING PROFIT		($2,946.62)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$125.58		
RETURN TO LAND AND RISK		($3,072.20)	

TABLE 13. Corn Silage, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018
Planting Dates: January 1 - January 15
Harvest Dates: July 1 - July 15

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
CORN SILAGE	$32.00	30.00	TONS	$960.00
TOTAL				$960.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$3.00	22	LBS	$66.00		$66.00
NITROGEN (N)	$0.31	300	LBS	$93.00		$93.00
PHOSPHATE (P205)	$0.24	0	LBS	$0.00		$0.00
ROUNDUP	$15.00	2	X/ACRE	$30.00		$30.00
PUMP WATER*		6	AC. IN.			
CANAL WATER		30	AC. IN.	$83.00		$83.00
CROP INSURANCE	$2.94			$2.94		$2.94
SUBTOTAL				$274.94		$274.94

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		$1.05	$2.63	$1.13	$1.61	$6.41
CHISEL	140 HP	0.20	HR		$1.50	$3.75	$1.28	$2.47	$9.00
FERTILIZE	140 HP	0.05	HR		$0.38	$0.94	$0.22	$0.47	$2.00
DISC	140 HP	0.17	HR		$1.28	$3.19	$1.56	$2.62	$8.64
BORDER DISC	40 HP	0.05	HR		$0.38	$0.45	$0.10	$1.93	$2.86
DRILL	140 HP	0.21	HR		$1.58	$3.94	$1.14	$10.05	$16.70
IRRIGATE (4X)		2.00	HR		$15.00	$0.05	$0.00	$8.12	$23.17
SUBTOTAL		2.82	HR		$21.15	$14.94	$5.42	$27.27	$68.78
HARVEST OPERATIONS									
CUT AND HAUL (DAIRY OWNED)				$10.00					$10.00
SUBTOTAL				$10.00					$10.00
POSTHARVEST OPERATIONS									
OVERHEAD EXPENSES									
DOWNTIME		0.21	HR		$1.54				$1.54
EMPLOYEE BENEFITS					$3.81				$3.81
INSURANCE				$0.42					$0.42
LAND TAXES								$8.76	$8.76
SUPERVISION AND MANAGEMENT					$69.61				$69.61
OTHER EXPENSES				$84.77					$84.77
SUBTOTAL		0.21	HR	$85.19	$74.95			$8.76	$168.91
TOTAL OPERATING EXPENSES		3.03	HR	$370.14	$96.10	$14.94	$5.42	$36.03	$522.63
NET OPERATING PROFIT									$437.37
INTEREST ON OPERATING CAPITAL		($143.39	@	5.50%)					$7.89
INTEREST ON EQUIPMENT INVESTMENT									$13.00
RETURN TO LAND AND RISK									$416.48

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

BUDGET SUMMARY

GROSS RETURN		$960.00	
VARIABLE OPERATING EXPENSES	$390.50		
RETURN OVER VARIABLE EXPENSES		$569.50	(GROSS MARGIN)
FIXED EXPENSES	$36.03		
NET FARM INCOME		$533.47	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$96.10		
NET OPERATING PROFIT		$437.37	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$20.89		
RETURN TO LAND AND RISK		$416.48	

TABLE 14. Fall onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018

Planting Dates: October 1 - October 15 K03-09-05

Harvesting Dates: June 1 - July 15

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
FALL ONIONS	$7.87	1,200.00	SACKS	$9,444.00
TOTAL				$9,444.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$100.00	6	LBS	$600.00		$600.00
NITROGEN (N)	$0.31	600	LBS	$186.00		$186.00
PHOSPHATE (P2O5)	$0.24	250	LBS	$60.00		$60.00
HERBICIDE	$22.23	2	X/ACRE	$44.47		$44.47
INSECTICIDE	$75.83	2	X/ACRE	$151.65		$151.65
PUMP WATER*		6	AC. IN.			
CANAL WATER		50	AC. IN.	$109.67		$109.67
SUBTOTAL				$1,151.79		$1,151.79

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		$1.05	$2.63	$1.13	$1.61	$6.41
CHISEL	140 HP	0.20	HR		$1.50	$3.75	$1.28	$2.47	$9.00
PLOW	140 HP	0.38	HR		$2.85	$7.13	$4.06	$5.59	$19.62
DISC (2X)	140 HP	0.28	HR		$2.10	$5.25	$2.26	$3.22	$12.83
LASER PLANE (CUSTOM)				$73.33					$73.33
FERTILIZE	140 HP	0.05	HR		$0.38	$0.94	$0.22	$0.47	$2.00
DISC & SPRAY	140 HP	0.17	HR		$1.28	$3.19	$1.56	$2.62	$8.64
LISTER	140 HP	0.18	HR		$1.35	$3.38	$1.14	$2.36	$8.23
PRE-IRRIGATE		0.75	HR		$5.63	$0.00	$0.00	$0.58	$6.21
ROD WEEDER	40 HP	0.08	HR		$0.60	$0.72	$0.15	$1.57	$3.04
ROLLING CULT	40 HP	0.21	HR		$1.58	$1.88	$0.75	$0.52	$4.73
VEG PLANT-SHAPER	140 HP	0.26	HR		$1.95	$4.88	$1.32	$4.52	$12.66
CULT & SIDEDRESS (4X)	140 HP	1.32	HR		$9.90	$24.76	$9.41	$15.34	$59.41
ROLLING CULT (2X)	40 HP	0.42	HR		$3.15	$3.77	$1.49	$1.04	$9.46
THIN & HOE (CUSTOM)				$120.00					$120.00
ROTO BUCK (9X)	40 HP	0.14	HR		$1.01	$1.21	$0.15	$0.94	$3.31
IRRIGATE (13X)		6.50	HR		$48.75	$0.05	$0.00	$7.54	$56.34
SUBTOTAL		11.08	HR	$193.33	$83.06	$63.53	$24.91	$50.39	$415.23
HARVEST OPERATIONS									
ONION KNIVES	80 HP	0.27	HR		$2.03	$5.06	$1.43	$4.30	$12.82
HARVEST & HAUL (CUSTOM)				$1,320.00					$1,320.00
BAG RENTAL				$120.00					$120.00
FIELD LOAD (CUSTOM)				$0.00					$0.00
PROCESSING (CUSTOM)				$2,280.00					$2,280.00
CONTAINER CHARGE				$480.00					$480.00
BROKERAGE (CUSTOM)				$849.96					$849.96
SUBTOTAL		0.27	HR	$5,049.96	$2.03	$5.06	$1.43	$4.30	$5,062.78
OVERHEAD EXPENSES									
DOWNTIME		1.02	HR		$7.68				$7.68
EMPLOYEE BENEFITS					$14.95				$14.95
INSURANCE				$1.66					$1.66
LAND TAXES								$8.76	$8.76
SUPERVISION AND MANAGEMENT					$194.89				$194.89
OTHER EXPENSES				$84.77					$84.77
SUBTOTAL		1.02	HR	$86.43	$217.51			$8.76	$312.71
TOTAL OPERATING EXPENSES		12.37	HR	$6,481.51	$302.60	$68.59	$26.34	$63.45	$6,942.50
NET OPERATING PROFIT									$2,501.50
INTEREST ON OPERATING CAPITAL		($1,067.17	@	5.50%)					$58.69
INTEREST ON EQUIPMENT INVESTMENT									$25.32
RETURN TO LAND AND RISK									$2,417.48

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

BUDGET SUMMARY

GROSS RETURN		$9,444.00	
VARIABLE OPERATING EXPENSES	$6,576.44		
RETURN OVER VARIABLE EXPENSES		$2,867.56	(GROSS MARGIN)
FIXED EXPENSES	$63.45		
NET FARM INCOME		$2,804.10	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$302.60		
NET OPERATING PROFIT		$2,501.50	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$84.02		
RETURN TO LAND AND RISK		$2,417.48	

TABLE 15. Midseason yellow onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018
Planting Dates: January 1 - January 31
Harvest Dates: July 1 - July 31

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
MIDSEASON YELLOWS	$8.24	675.00	SACKS	$5,562.00
TOTAL				$5,562.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$150.00	4	LBS	$600.00		$600.00
NITROGEN (N)	$0.31	450	LBS	$139.50		$139.50
PHOSPHATE (P205)	$0.24	180	LBS	$43.20		$43.20
HERBICIDE	$64.72	1	X/ACRE	$64.72		$64.72
INSECTICIDE	$75.87	1	X/ACRE	$75.87		$75.87
PUMP WATER*		6	AC. IN.			
CANAL WATER		42	AC. IN.	$99.00		$99.00
SUBTOTAL				$1,022.28		$1,022.28

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		$1.05	$2.63	$1.13	$1.61	$6.41
CHISEL	140 HP	0.20	HR		$1.50	$3.75	$1.28	$2.47	$9.00
PLOW	140 HP	0.38	HR		$2.85	$7.13	$4.06	$5.59	$19.62
DISC (2X)	140 HP	0.28	HR		$2.10	$5.25	$2.26	$3.22	$12.83
LASER PLANE (CUSTOM)				$73.33					$73.33
FERTILIZE	140 HP	0.05	HR		$0.38	$0.94	$0.22	$0.47	$2.00
DISC & SPRAY	140 HP	0.17	HR		$1.28	$3.19	$1.56	$2.62	$8.64
LISTER	140 HP	0.18	HR		$1.35	$3.38	$1.14	$2.36	$8.23
PRE-IRRIGATE		0.75	HR		$5.63	$0.00	$0.00	$0.68	$6.31
ROD WEEDER	40 HP	0.08	HR		$0.60	$0.72	$0.15	$1.57	$3.04
ROLLING CULT	40 HP	0.21	HR		$1.58	$1.88	$0.75	$0.22	$4.42
VEG PLANT-SHAPER	140 HP	0.26	HR		$1.95	$4.88	$1.32	$4.52	$12.66
CULT & SIDEDRESS (3X)	140 HP	0.99	HR		$7.43	$18.57	$7.06	$11.51	$44.56
ROLLING CULT (2X)	40 HP	0.42	HR		$3.15	$3.77	$1.49	$1.04	$9.46
HOE (CUSTOM)				$120.00					$120.00
ROTO BUCK (9X)	40 HP	0.14	HR		$1.01	$1.21	$0.15	$0.94	$3.31
IRRIGATE (11X)		5.50	HR		$41.25	$0.05	$0.00	$7.44	$48.74
SUBTOTAL		9.75	HR	$193.33	$73.09	$57.34	$22.56	$46.25	$392.57
HARVEST OPERATIONS									
ONION KNIVES	140 HP	0.27	HR		$2.03	$5.06	$1.43	$4.30	$12.82
HARVEST & HAUL (CUSTOM)				$742.50					$742.50
BAG RENTAL				$67.50					$67.50
FIELD LOAD				$0.00					$0.00
PROCESSING				$1,282.50					$1,282.50
CONTAINER CHARGE				$270.00					$270.00
BROKERAGE (CUSTOM)				$500.58					$500.58
SUBTOTAL		0.27	HR	$2,863.08	$2.03	$5.06	$1.43	$4.30	$2,875.90
OVERHEAD EXPENSES									
DOWNTIME		0.40	HR		$2.98				$2.98
EMPLOYEE BENEFITS					$13.52				$13.52
INSURANCE				$1.50					$1.50
LAND TAXES								$8.76	$8.76
SUPERVISION AND MANAGEMENT					$175.81				$175.81
OTHER EXPENSES				$84.77					$84.77
SUBTOTAL		0.40	HR	$86.27	$192.31			$8.76	$287.34
TOTAL OPERATING EXPENSES		10.41	HR	$4,164.97	$267.42	$62.40	$23.98	$59.31	$4,578.09
NET OPERATING PROFIT									$983.91
INTEREST ON OPERATING CAPITAL		($818.04	@	5.50%)					$44.99
INTEREST ON EQUIPMENT INVESTMENT									$23.94
RETURN TO LAND AND RISK									$914.97

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

BUDGET SUMMARY

GROSS RETURN		$5,562.00	
VARIABLE OPERATING EXPENSES	$4,251.35		
RETURN OVER VARIABLE EXPENSES		$1,310.65	(GROSS MARGIN)
FIXED EXPENSES	$59.31		
NET FARM INCOME		$1,251.33	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$267.42		
NET OPERATING PROFIT		$983.91	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$68.93		
RETURN TO LAND AND RISK		$914.97	

TABLE 16. Sweet Spanish onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018
Planting Dates: January 15 - February 15
Harvest Dates: August 1 - August 15

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
SWEET SPANISH	$7.41	825.00	SACKS	$6,113.25
TOTAL				$6,113.25

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$179.00	4	LBS	$716.00		$716.00
NITROGEN (N)	$0.31	450	LBS	$139.50		$139.50
PHOSPHATE (P2O5)	$0.24	180	LBS	$43.20		$43.20
HERBICIDE	$64.72	1	X/ACRE	$64.72		$64.72
INSECTICIDE	$75.79	1	X/ACRE	$75.79		$75.79
PUMP WATER*		6	AC. IN.			
CANAL WATER		50	AC. IN.	$109.67		$109.67
SUBTOTAL				$1,148.87		$1,148.87

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		$1.05	$2.63	$1.13	$1.61	$6.41
CHISEL	140 HP	0.20	HR		$1.50	$3.75	$1.28	$2.47	$9.00
PLOW	140 HP	0.38	HR		$2.85	$7.13	$4.06	$5.59	$19.62
DISC (2X)	140 HP	0.28	HR		$2.10	$5.25	$2.26	$3.22	$12.83
LASER PLANE (CUSTOM)				$73.33					$73.33
FERTILIZE	140 HP	0.05	HR		$0.38	$0.94	$0.22	$0.47	$2.00
DISC & SPRAY	140 HP	0.17	HR		$1.28	$3.19	$1.56	$2.62	$8.64
LISTER	140 HP	0.18	HR		$1.35	$3.38	$1.14	$2.36	$8.23
PRE-IRRIGATE		0.75	HR		$5.63	$0.00	$0.00	$0.58	$6.21
ROD WEEDER	40 HP	0.08	HR		$0.60	$0.72	$0.15	$1.57	$3.04
ROLLING CULT	40 HP	0.21	HR		$1.58	$1.88	$0.75	$0.52	$4.73
VEG PLANT-SHAPER	140 HP	0.26	HR		$1.95	$4.88	$1.32	$4.52	$12.66
CULT & SIDEDRESS (3X)	140 HP	0.99	HR		$7.43	$18.57	$7.06	$11.51	$44.56
ROLLING CULT (2X)	40 HP	0.42	HR		$3.15	$3.77	$1.49	$1.04	$9.46
THIN & HOE (CUSTOM)				$120.00					$120.00
ROTO BUCK (9X)	40 HP	0.14	HR		$1.01	$1.21	$0.15	$0.94	$3.31
IRRIGATE (13X)		6.50	HR		$48.75	$0.05	$0.00	$7.54	$56.34
SUBTOTAL		10.75	HR	$193.33	$80.59	$57.34	$22.56	$46.56	$400.37
HARVEST OPERATIONS									
ONION KNIVES	140 HP	0.27	HR		$2.03	$5.06	$1.43	$4.30	$12.82
HARVEST & HAUL (CUSTOM)				$907.50					$907.50
BAG RENTAL				$82.50					$82.50
FIELD LOAD				$0.00					$0.00
PROCESSING				$1,567.50					$1,567.50
CONTAINER CHARGE				$330.00					$330.00
BROKERAGE (CUSTOM)				$550.19					$550.19
SUBTOTAL		0.27	HR	$3,437.69	$2.03	$5.06	$1.43	$4.30	$3,450.51
OVERHEAD EXPENSES									
DOWNTIME		0.62	HR		$4.67				$4.67
EMPLOYEE BENEFITS					$14.87				$14.87
INSURANCE				$1.65					$1.65
LAND TAXES								$8.76	$8.76
SUPERVISION AND MANAGEMENT					$192.47				$192.47
OTHER EXPENSES				$84.77					$84.77
SUBTOTAL		0.62	HR	$86.42	$212.01			$8.76	$307.19
TOTAL OPERATING EXPENSES		11.64	HR	$4,866.32	$294.62	$62.40	$23.98	$59.62	$5,306.95
NET OPERATING PROFIT									$806.30
INTEREST ON OPERATING CAPITAL		($929.22	@	5.50%	)				$51.11
INTEREST ON EQUIPMENT INVESTMENT									$23.94
RETURN TO LAND AND RISK									$731.26

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

BUDGET SUMMARY

GROSS RETURN		$6,113.25	
VARIABLE OPERATING EXPENSES	$4,952.71		
RETURN OVER VARIABLE EXPENSES		$1,160.54	(GROSS MARGIN)
FIXED EXPENSES	$59.62		
NET FARM INCOME		$1,100.92	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$294.62		
NET OPERATING PROFIT		$806.30	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$75.05		
RETURN TO LAND AND RISK		$731.26	

TABLE 1. Green chile, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018
Planting Dates: March 15 - April 10
Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
GREEN	$475.00	11.00	TONS	$5,225.00
RED	$0.00	0.00	LBS	$0.00
TOTAL				$5,225.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$16.00	5	LBS	$80.00		$80.00
NITROGEN (N)	$0.31	300	LBS	$93.00		$93.00
PHOSPHATE (P205)	$0.24	70	LBS	$16.80		$16.80
HERBICIDE	$74.10	1	X/ACRE	$74.10		$74.10
INSECTICIDE	$46.16	1	X/ACRE	$46.16		$46.16
NEMATICIDE (CUSTOM)	$45.54	1	X/ACRE	$45.54		$45.54
CROP INSURANCE		600	DOLLAR	$40.00		$40.00
PUMP WATER*		0	AC. IN.			
CANAL WATER		55	AC. IN.	$116.33		$116.33
SUBTOTAL				$511.93		$511.93

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		$1.05	$2.63	$1.13	$1.61	$6.41
CHISEL	140 HP	0.20	HR		$1.50	$3.75	$1.28	$2.47	$9.00
PLOW	140 HP	0.38	HR		$2.85	$7.13	$4.06	$5.59	$19.62
DISC (2X)	140 HP	0.28	HR		$2.10	$5.25	$2.26	$3.22	$12.83
LASER PLANE (CUSTOM)				$73.33					$73.33
FERTILIZE	140 HP	0.05	HR		$0.38	$0.94	$0.22	$0.47	$2.00
DISC & SPRAY	140 HP	0.17	HR		$1.28	$3.19	$1.56	$2.62	$8.64
LISTER	140 HP	0.18	HR		$1.35	$3.38	$1.14	$2.36	$8.23
PRE-IRRIGATE		0.75	HR		$5.63	$0.00	$0.00	$0.00	$5.63
ROLLING CULT	40 HP	0.21	HR		$1.58	$1.88	$0.75	$0.52	$4.73
VEG PLANT-SHAPER	140 HP	0.26	HR		$1.95	$4.88	$1.32	$4.52	$12.66
ROLLING CULT (2X)	40 HP	0.42	HR		$3.15	$3.77	$1.49	$1.04	$9.46
CULTIVATOR (3X)	40 HP	0.63	HR		$4.73	$5.65	$2.24	$1.57	$14.19
CULT & SIDEDRESS (2X)	140 HP	0.66	HR		$4.95	$12.38	$4.71	$7.67	$29.71
THINNING (CUSTOM)				$70.00					$70.00
HOEING (CUSTOM)				$80.00					$80.00
ROTO BUCK (7X)	40 HP	0.11	HR		$0.79	$0.94	$0.12	$0.73	$2.58
IRRIGATE (10X)		5.00	HR		$37.50	$0.00	$0.00	$0.00	$37.50
SUBTOTAL		9.44	HR	$223.33	$70.76	$55.76	$22.27	$34.39	$406.51
HARVEST OPERATIONS									
HARVEST GREEN (CUSTOM)				$990.00					$990.00
HARVEST RED (CUSTOM)				$0.00					$0.00
HAUL (TRAILER) (3X)	40 HP	2.40	HR		$18.00	$21.54	$2.66	$14.00	$56.20
FORK LIFT (3X)	RENTAL	1.05	HR	$10.00	$7.88				$17.88
HAUL (CUSTOM)				$137.50					$137.50
SUBTOTAL		3.45	HR	$1,137.50	$25.88	$21.54	$2.66	$14.00	$1,201.57
POSTHARVEST OPERATIONS									
SHREDDER	40 HP	0.29	HR		$2.18	$2.60	$0.37	$1.08	$6.23
OVERHEAD EXPENSES									
DOWNTIME		1.86	HR		$13.92				$13.92
EMPLOYEE BENEFITS					$17.79				$17.79
INSURANCE				$1.98					$1.98
LAND TAXES								$8.76	$8.76
SUPERVISION AND MANAGEMENT					$135.70				$135.70
OTHER EXPENSES				$84.77					$84.77
SUBTOTAL		1.86	HR	$86.75	$167.40			$8.76	$262.91
TOTAL OPERATING EXPENSES		15.03	HR	$1,959.51	$266.22	$79.91	$25.29	$58.22	$2,389.15
NET OPERATING PROFIT									$2,835.85
INTEREST ON OPERATING CAPITAL		($428.36	@	5.50%)					$23.56
INTEREST ON EQUIPMENT INVESTMENT									$21.35
RETURN TO LAND AND RISK									$2,790.94

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

BUDGET SUMMARY

GROSS RETURN		$5,225.00	
VARIABLE OPERATING EXPENSES	$2,064.71		
RETURN OVER VARIABLE EXPENSES		$3,160.29	(GROSS MARGIN)
FIXED EXPENSES	$58.22		
NET FARM INCOME		$3,102.07	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$266.22		
NET OPERATING PROFIT		$2,835.85	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$44.91		
RETURN TO LAND AND RISK		$2,790.94	

TABLE 18. Red chile, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2018
Planting Dates: March 15 - April 10
Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
RED	$0.60	3,500.00	LBS	$2,100.00
TOTAL				$2,100.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$16.00	8	LBS	$128.00		$128.00
NITROGEN (N)	$0.31	250	LBS	$77.50		$77.50
PHOSPHATE (P205)	$0.24	60	LBS	$14.40		$14.40
HERBICIDE	$74.10	1	X/ACRE	$74.10		$74.10
INSECTICIDE	$46.16	1	X/ACRE	$46.16		$46.16
NEMATICIDE (CUSTOM)	$45.54	1	X/ACRE	$45.54		$45.54
CROP INSURANCE		600	DOLLARS	$40.00		$40.00
PUMP WATER*		0	AC. IN.			
CANAL WATER		60	AC. IN.	$123.00		$123.00
SUBTOTAL				$548.70		$548.70

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14	HR		$1.05	$2.63	$1.13	$1.61	$6.41
CHISEL	140 HP	0.20	HR		$1.50	$3.75	$1.28	$2.47	$9.00
PLOW	140 HP	0.38	HR		$2.85	$7.13	$4.06	$5.59	$19.62
DISC (2X)	140 HP	0.28	HR		$2.10	$5.25	$2.26	$3.22	$12.83
LASER PLANE (CUSTOM)				$73.33					$73.33
FERTILIZE	140 HP	0.05	HR		$0.38	$0.94	$0.22	$0.47	$2.00
DISC & SPRAY	140 HP	0.17	HR		$1.28	$3.19	$1.56	$2.62	$8.64
LISTER	140 HP	0.18	HR		$1.35	$3.38	$1.14	$2.36	$8.23
PRE-IRRIGATE		0.75	HR		$5.63	$0.00	$0.00	$0.00	$5.63
ROLLING CULT	40 HP	0.21	HR		$1.58	$1.88	$0.75	$0.52	$4.73
VEG PLANT-SHAPER	140 HP	0.26	HR		$1.95	$4.88	$1.32	$4.52	$12.66
ROLLING CULT (2X)	40 HP	0.42	HR		$3.15	$3.77	$1.49	$1.04	$9.46
CULTIVATOR (3X)	40 HP	0.63	HR		$4.73	$5.65	$2.24	$1.57	$14.19
CULT & SIDEDRESS (2X)	140 HP	0.66	HR		$4.95	$12.38	$4.71	$7.67	$29.71
THINNING (CUSTOM)				$70.00					$70.00
HOEING (CUSTOM)				$80.00					$80.00
ROTO BUCK (7X)	40 HP	0.11	HR		$0.79	$0.94	$0.12	$0.73	$2.58
IRRIGATE (11X)		5.50	HR		$41.25	$0.00	$0.00	$0.00	$41.25
SUBTOTAL		9.94	HR	$223.33	$74.51	$55.76	$22.27	$34.39	$410.26
HARVEST OPERATIONS									
HARVEST (CUSTOM)				$700.00					$700.00
HAUL (TRAILER) (3X)	40 HP	0.80	HR		$6.00	$7.18	$0.89	$4.67	$18.73
FORK LIFT (3X)	RENTAL	0.30	HR	$10.00	$2.25				$12.25
HAUL (CUSTOM)				$105.00					$105.00
SUBTOTAL		1.10	HR	$815.00	$8.25	$7.18	$0.89	$4.67	$835.98
POSTHARVEST OPERATIONS									
SHREDDER	40 HP	0.29	HR		$2.18	$2.60	$0.37	$1.08	$6.23
OVERHEAD EXPENSES									
DOWNTIME		1.27	HR		$9.52				$9.52
EMPLOYEE BENEFITS					$15.29				$15.29
INSURANCE				$1.70					$1.70
LAND TAXES								$8.76	$8.76
SUPERVISION AND MANAGEMENT					$133.82				$133.82
OTHER EXPENSES				$84.77					$84.77
SUBTOTAL		1.27	HR	$86.47	$158.62			$8.76	$253.85
TOTAL OPERATING EXPENSES		12.59	HR	$1,673.50	$243.56	$65.55	$23.52	$48.89	$2,055.02
NET OPERATING PROFIT									$44.98
INTEREST ON OPERATING CAPITAL		($418.53	@	5.50%)					$23.02
INTEREST ON EQUIPMENT INVESTMENT									$18.24
RETURN TO LAND AND RISK									$3.72

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

BUDGET SUMMARY

GROSS RETURN		$2,100.00	
VARIABLE OPERATING EXPENSES	$1,762.57		
RETURN OVER VARIABLE EXPENSES		$337.43	(GROSS MARGIN)
FIXED EXPENSES	$48.89		
NET FARM INCOME		$288.54	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$243.56		
NET OPERATING PROFIT		$44.98	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$41.26		
RETURN TO LAND AND RISK		$3.72	

Table 19. Summary of per acre costs and returns for a 500 acre farm with above average management, Dona Ana and Sierra Counties, Projected 2018

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PIMA COTTON	PICKER COTTON	GRAIN SORGHUM	SPRING LETTUCE	FALL LETTUCE	CORN SILAGE	FALL ONIONS	MIDSEASON YELLOW ONIONS	SWEET SPANISH ONIONS	GREEN CHILE	RED CHILE
		TONS	LBS	LBS	CWT	CARTONS	CARTONS	TONS	SACKS	SACKS	SACKS	TONS/LBS	LBS
PRIMARY YIELD		7.00	750.00	1,000.00	40.00	475.00	500.00	30.00	1,200.00	675.00	825.00	11.00	3,500.00
PRIMARY PRICE		$185.00	$1.18	$0.75	$6.08	$6.21	$5.94	$32.00	$7.87	$8.24	$7.41	$475.00	$0.60
GOVERNMENT PAYMENTS		$0.00	$0.00	$143.55	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
SECOND INCOME		$0.00	$117.00	$156.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
GROSS RETURN		$1,295.00	$1,002.00	$1,049.55	$243.14	$2,949.75	$2,970.00	$960.00	$9,444.00	$5,562.00	$6,113.25	$5,225.00	$2,100.00
CASH OPERATING EXPENSES													
SEED	$100.00		$132.50	$188.75	$13.20	$3,024.00	$3,136.00	$66.00	$600.00	$600.00	$716.00	$80.00	$128.00
FERTILIZER	$21.60	$32.45	$49.20	$49.20		$119.50	$113.50	$93.00	$246.00	$182.70	$182.70	$109.80	$91.90
CHEMICALS	$26.84	$14.40	$33.37	$98.09	$55.60	$111.09	$250.28	$30.00	$196.12	$140.58	$140.51	$165.80	$165.80
CROP INSURANCE			$2.94	$0.34	$2.94			$2.94				$40.00	$40.00
OTHER PURCHASED INPUTS		$79.19											
CANAL WATER		$123.00	$87.00	$87.00	$75.00	$75.00	$46.67	$83.00	$109.67	$99.00	$109.67	$116.33	$123.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	$38.05	$28.25	$82.56	$83.12	$24.59	$47.80	$52.13	$14.89	$68.54	$62.35	$62.35	$79.91	$65.55
FUEL-IRRIGATION	$0.05	$0.00	$0.00	$0.00	$0.00	$0.14	$0.00	$0.05	$0.05	$0.05	$0.05	$0.00	$0.00
REPAIRS	$13.26	$6.34	$29.37	$29.58	$8.58	$18.87	$20.79	$5.42	$26.34	$23.98	$23.98	$25.29	$23.52
CUSTOM CHARGES	$73.33	$53.20	$116.03	$128.30	$16.80	$1,896.18	$2,022.23	$10.00	$5,243.29	$3,056.41	$3,631.02	$1,360.83	$1,038.33
LAND TAXES		$8.76	$8.76	$8.76	$8.76	$8.76	$8.76	$8.76	$8.76	$8.76	$8.76	$8.76	$8.76
OTHER EXPENSES	$0.45	$85.79	$86.03	$86.03	$85.33	$85.91	$85.98	$85.19	$86.43	$86.27	$86.42	$86.75	$86.47
TOTAL CASH EXPENSES	$273.58	$431.38	$627.76	$759.16	$290.80	$5,387.25	$5,736.32	$399.26	$6,585.20	$4,260.11	$4,961.47	$2,073.47	$1,771.33
RETURN OVER CASH EXPENSES	($273.58)	$863.62	$374.24	$290.38	($47.66)	($2,437.50)	($2,766.32)	$560.74	$2,858.80	$1,301.89	$1,151.78	$3,151.53	$328.67
FIXED EXPENSES	$41.97	$145.13	$105.67	$106.08	$17.81	$53.04	$33.45	$27.27	$54.69	$50.55	$50.86	$49.46	$40.13
TOTAL EXPENSES	$315.55	$576.51	$733.43	$865.25	$308.62	$5,440.29	$5,769.77	$426.53	$6,639.90	$4,310.67	$5,012.33	$2,122.93	$1,811.46
NET FARM INCOME	($315.55)	$718.49	$268.57	$184.30	($65.47)	($2,490.54)	($2,799.77)	$533.47	$2,804.10	$1,251.33	$1,100.92	$3,102.07	$288.54
LABOR AND MANAGEMENT COSTS	$61.03	$159.56	$157.12	$164.09	$54.19	$470.48	$146.85	$96.10	$302.60	$267.42	$294.62	$266.22	$243.56
NET OPERATING PROFIT	($376.58)	$558.93	$111.45	$20.21	($119.66)	($2,961.02)	($2,946.62)	$437.37	$2,501.50	$983.91	$806.30	$2,835.85	$44.98
CAPITAL COSTS													
INTEREST ON OPERATING CAPITAL		$7.04	$13.57	$13.51	$4.57	$102.99	$110.07	$7.89	$58.69	$44.99	$51.11	$23.56	$23.02
INTEREST ON EQUIPMENT INVESTMENT		$18.27	$36.49	$36.65	$8.15	$27.74	$15.51	$13.00	$25.32	$23.94	$23.94	$21.35	$18.24
TOTAL CAPITAL COSTS	$0.00	$25.31	$50.06	$50.16	$12.72	$130.73	$125.58	$20.89	$84.02	$68.93	$75.05	$44.91	$41.26
RETURN TO LAND AND RISK	($376.58)	$533.62	$61.39	($29.95)	($132.38)	($3,091.75)	($3,072.20)	$416.48	$2,417.48	$914.97	$731.26	$2,790.94	$3.72

Flex Computation			203.56 456.75076	112.79	-106.42			456.75					

Table 20. Whole farm budget summary, Dona Ana and Sierra Counties, Projected 2018

GROSS RETURNS					
ALFALFA HAY	160	ACRES			
CROP			$207,200		
PIMA COTTON	17	ACRES			
LINT			$15,045		
SEED			$1,989		
COUNTER CYCLICAL PAYMENT			$0		
UPLAND COTTON	149.00	ACRES			
LINT			$111,750		
SEED			$23,244		
DIRECT PAYMENT			$0		
COUNTER CYCLICAL PAYMENT			$21,389		
GRAIN SORGHUM	17	ACRES			
CROP			$4,133		
DIRECT PAYMENT			$0		
COUNTER CYCLICAL PAYMENT			$0		
SPRING LETTUCE	10	ACRES			
CROP			$29,498		
FALL LETTUCE	50	ACRES			
CROP			$148,500		
WHEAT	17	ACRES			
CROP			$16,320		
DIRECT PAYMENT			$0		
FALL ONIONS	20	ACRES			
CROP			$188,880		
MIDSEASON YELLOW ONIONS	20	ACRES			
CROP			$111,240		
SWEET SPANISH ONIONS	20	ACRES			
CROP			$122,265		
GREEN CHILE	15	ACRES			
GREEN			$78,375		
RED			$0		
RED CHILE	15	ACRES			
RED			$31,500		
GROSS RETURN					$1,111,327
CASH OPERATING EXPENSES					
SEED			$264,203		
FERTILIZER			$37,928		
CHEMICALS			$48,158		
CROP INSURANCE			$1,400		
OTHER PURCHASED INPUTS			$12,670		
CANAL WATER			$49,848		
FUEL, OIL & LUBRICANTS-EQUIPMENT			$29,633		
FUEL-IRRIGATION			$8		
REPAIRS			$10,136		
CUSTOM CHARGES			$427,665		
LAND TAXES			$4,467		
OTHER EXPENSES			$43,863		
TOTAL CASH EXPENSES				$929,978	
RETURN OVER CASH EXPENSES					$181,349
FIXED EXPENSES			$34,874		
TOTAL EXPENSES				$964,852	
NET FARM INCOME					$146,475
LABOR AND MANAGEMENT COSTS			$94,633		
NET OPERATING PROFIT					$51,842
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL			$13,909		
INTEREST ON EQUIPMENT INVESTMENT			$12,475		
TOTAL CAPITAL COSTS				$26,384	
RETURN TO LAND AND RISK					$25,457

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
$3,000 /ACRE	($19,543)	3.06%
$5,000 /ACRE	($49,543)	1.93%
$7,000 /ACRE	($79,543)	1.40%
$9,000 /ACRE	($109,543)	1.10%
$11,000 /ACRE	($139,543)	0.91%

* 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)