

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 AN AVERAGE OF 10 ACRES IN MESILLA VALLEY, 2000
PLANTING DATES: MARCH 15 - APRIL 15
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			TOTAL
ITEM	PRICE	QUANTITY	VALUE
SEMI-HYDROUS AMMONIA (NH4)	7.00	2.00 LBS	14.00
(N) NITROGEN	0.30	200.00 LBS	60.00
(P) PHOSPHATE (P205)	0.20	30.00 LBS	6.00
HERBICIDE	16.30	70.00 LBS	1,141.00
INSECTICIDE	99.20	1.00 X/EACH	99.20
WATER	0.00	1.00 X/EACH	0.00
WATER	0.00	18 AC. IN.	0.00
WATER	0.00	30.00 AC. IN.	0.00
SUBTOTAL			1,260.20
PREHARVEST OPERATIONS			TOTAL
ITEM	POWER UNIT	ACCOMPLISHMENT RATE	VALUE
DISC	126 HP	0.14 HR	8.5
CHISEL	126 HP	0.20 HR	12.1
PLOW	126 HP	0.38 HR	25.5
DISSEMINATOR PLANE (CUSTOM)	80 HP	0.14 HR	38.5
FERTILIZER	80 HP	73.3	79.3
SPRAY	126 HP	0.05 HR	32.0
LISPER	126 HP	0.17 HR	19.2
IRRIGATION	126 HP	0.18 HR	21.0
CULTIVATING PLANT-SHEDDING CULT (3X)	40 HP	0.75 HR	37.6
SIDING	40 HP	0.21 HR	27.7
WATER PUMP	40 HP	0.26 HR	12.6
(7) IRRIGATE (11X)	40 HP	0.63 HR	64.1
	40 HP	0.33 HR	94.8
	40 HP	37.0	57.0
	40 HP	0.35 HR	26.5
	40 HP	5.50 HR	68.7
SUBTOTAL		9.29 HR	315.8
HARVEST OPERATIONS			TOTAL
HARVEST (CULTIVATOR TRAILER) (3X)	40 HP	7.50 HR	105.0
	40 HP	0	56.2
	40 HP	5	67.3
	40 HP	0	8.3
	40 HP	4	43.7
	40 HP	1	1
SUBTOTAL		7.50 HR	280.6
POSTHARVEST OPERATIONS			TOTAL
SHREDDER	40 HP	0.29 HR	5.1
OVERHEAD EXPENSES			
DEPRECIATION		2.71 HR	20.3
BENEFITS			23.0
INSURANCE		2.5	6
TAXES		6	6
LABOR AND MANAGEMENT EXPENSES		84.7	100.3
		7	6
SUBTOTAL		2.71 HR	684.7
		87.3	7
		3	2
		2	0
		4	8.7
		6	239.8
		1	1
TOTAL OPERATING EXPENSES		19.79 HR	1,260.20
NET OPERATING PROFIT			1,020.00
INTEREST ON OPERATING CAPITAL		0.06	0.00
INTEREST ON EQUIPMENT INVESTMENT			0.00
RETURN TO LAND AND RISK			1,020.00

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

BUDGET SUMMARY		
GROSS RETURNS	1,020.00	
OPERATING EXPENSES	112.50	
EXPENSES	6.00	
LABOR AND MANAGEMENT	271.80	
OPERATING EXPENSES	2.00	
RETURN TO LAND AND RISK		

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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:	WATER USE		
	LAND USE (ACRES)	AC. IN. PER ACRE	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 - R	\$/1,000 (Assessed 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 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								
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								
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	
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	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
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	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.60	\$0.37	\$1.08	\$6.23

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
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
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NET OPERATING PROFIT								\$111.45
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INTEREST ON OPERATING CAPITAL	(\$246.67	@	5.50%)			\$13.57
INTEREST ON EQUIPMENT INVESTMENT								\$36.49

RETURN TO LAND AND RISK								\$61.39
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*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	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
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	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.60	\$0.37	\$1.08	\$6.23

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
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
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NET OPERATING PROFIT							\$20.21
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INTEREST ON OPERATING CAPITAL	(\$245.56	@	5.50%)		\$13.51
INTEREST ON EQUIPMENT INVESTMENT							\$36.65

RETURN TO LAND AND RISK							(\$29.95)
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*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									
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
SUPERVISION AND MANAGEMENT			\$69.64	\$69.64
OTHER EXPENSES			\$84.77	\$84.77
SUBTOTAL		0.82 HR	\$85.98	\$86.63

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
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NET OPERATING PROFIT								\$437.37
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INTEREST ON OPERATING CAPITAL	(\$143.39	@	5.50%)			\$7.89
INTEREST ON EQUIPMENT INVESTMENT								\$13.00

RETURN TO LAND AND RISK								\$416.48
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*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
 Harvesting Dates: June 1 - July 15

K03-09-05

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
FALL ONIONS	\$7.87	1,200.00 SACKS						\$9,444.00
TOTAL								\$9,444.00
PURCHASED INPUTS								
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								
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 WEEDEE	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								
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								
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
NEMATOCIDE (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 RENTAL	2.40 HR		\$18.00	\$21.54	\$2.66	\$14.00	\$56.20
FORK LIFT (3X)		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
NEMATOCIDE (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	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
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	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.60	\$0.37	\$1.08	\$6.23

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
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
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NET OPERATING PROFIT							\$44.98
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INTEREST ON OPERATING CAPITAL	(\$418.53 @ 5.50%)						\$23.02
INTEREST ON EQUIPMENT INVESTMENT							\$18.24

RETURN TO LAND AND RISK							\$3.72
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*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	\$90.00	\$128.00
FERTILIZER	\$21.60	\$32.45	\$49.20	\$49.20	\$24.59	\$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		<u>\$1,111,327</u>
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		<u>\$929,978</u>
RETURN OVER CASH EXPENSES		\$181,349
FIXED EXPENSES		\$34,874
TOTAL EXPENSES		<u>\$964,852</u>
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		<u>\$26,384</u>
RETURN TO LAND AND RISK		<u>\$25,457</u>

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%
<u>\$11,000 /ACRE</u>	<u>(\$139,543)</u>	<u>0.91%</u>

* 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)