

TABLE 1. Acreage Summary, Otero County,

Projected 2018	
BUDGET AREA.....	DELL CITY AREA, OTERO COUNTY
FARM SIZE.....	640 ACRES
IRRIGATION TYPE.....	PIVOT/FLOOD
NUMBER OF CROPS.....	5

ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE	
		AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	55.00 *	6	330
ALFALFA	280.00	40	11,200
WHEAT	170.00	25	4,250
ARP	0.00		
FLEX IN COTTON	30.00	30	900
WHITE CORN	50.00	48	2,400
COTTON	42.50	30	1,275
ARP	0.00		
FLEX IN COTTON	7.50	30	225
GRAIN SORGHUM	25.50	36	918
ARP	0.00		
FLEX IN COTTON ROADS, CORNERS, DITCHES, HOMESTEAD	30.00	30	135
TOTAL	640.00		21,633
ACRE FEET PER ACRE OF WATER RIGHTS			2.82

* DOUBLE-CROPPED

TABLE 2. Basic cost information for Dell City area, Otero County,

Projected 2018		
Item		
Labor Wage Rate:		
Equipment operators	\$/hour	\$8.55
General & Irrigators	\$/hour	\$7.50
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.31
Phosphate (P205)	\$/pound	\$0.24
Anhydrous Ammonia (NH3)	\$/ton	\$420.00
Seed:		
Alfalfa	\$/pound	\$4.00
Wheat	\$/pound	\$0.44
White Corn	\$/bag	\$185.00
Cotton	\$/pound	\$7.55
Diesel fuel	\$/gallon	\$2.70
Gasoline	\$/gallon	\$2.40
Electricity (Rio Grande Elec)	cents/KwHr	7.34
LP Gas	\$/gallon	\$2.75
Baling Wire	\$/pound	\$1.32
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	\$300.00 /acre (full value)	\$2.43
Personal Property Tax Rate	- NR - R	\$/ \$1,000 (Assessed Value) \$24.34 \$18.97
Supervision Factors		
Field Crop-Irrigation	\$/labor hour	\$1.00
Field Crop-Equipment & General	\$/labor hour	\$0.50
Management Rate	percent	7.00%

TABLE 3. Overhead cost information for Dell City area, Otero County,

Projected 2018			
Item			
Electricity (Domestic & Shop)	\$254.00	per month	\$3,048
Telephone	\$247.65	per month	\$2,972
Accounting & Legal			\$1,861
Misc. Supplies & Hand Tools			\$5,766
Pickup and Auto			
miles	65,405	@ \$0.50 per mile	\$32,703
Insurance			
- general liability (non-employee)			\$2,007
- fire/theft			\$1,588
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$6,010
Building repairs and maintenance			\$1,524
Dues, fees, publications			\$457
Farmstead Equipment			\$203
Total			\$58,137
Total per planted acre			\$95.31

TABLE 2 - Pumping costs and rates for irrigation with Open County

Table with 2 columns: Equipment, Unit Cost. Rows include: ELECTRICITY, PUMPING, FERTILIZER, FUEL, OIL, LUBRICANTS, TIRE, WHEEL, HOSE, VALVE, FITTING, PLUMBING, LABOR, MAINTENANCE, REPAIR, STORAGE, TRANSPORT, INSURANCE, TAXES, OTHER.

TABLE 3 - Equipment Inventory for a 600-acre operation irrigated from well above average temperature (Open County)

Table with 12 columns: Equipment, Quantity, Unit Cost, Total Cost, etc. Rows include: PUMP, MOTOR, ELECTRICITY, FERTILIZER, FUEL, OIL, LUBRICANTS, TIRE, WHEEL, HOSE, VALVE, FITTING, PLUMBING, LABOR, MAINTENANCE, REPAIR, STORAGE, TRANSPORT, INSURANCE, TAXES, OTHER.

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Table with 12 columns: Equipment, Quantity, Unit Cost, Total Cost, etc. Rows include: PUMP, MOTOR, ELECTRICITY, FERTILIZER, FUEL, OIL, LUBRICANTS, TIRE, WHEEL, HOSE, VALVE, FITTING, PLUMBING, LABOR, MAINTENANCE, REPAIR, STORAGE, TRANSPORT, INSURANCE, TAXES, OTHER.

TABLE 6. Alfalfa establishment, sprinkler-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2018
Planting dates: August 1 - September 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
PURCHASED INPUTS								
SEED	\$4.00	30 LBS	\$120.00					\$120.00
PUMP WATER*		6 AC. IN.						
SUBTOTAL			\$120.00					\$120.00
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03
CHISEL	155 HP	0.20 HR		\$1.71	\$4.84	\$1.37	\$5.18	\$13.10
PLOW	155 HP	0.48 HR		\$4.10	\$11.62	\$4.97	\$13.36	\$34.05
DISC (2X)	155 HP	0.28 HR		\$2.39	\$6.78	\$2.55	\$6.33	\$18.05
DRAG (2X)	155 HP	0.30 HR		\$2.57	\$7.26	\$1.62	\$5.99	\$17.44
DRILL	93 HP	0.12 HR		\$1.03	\$1.75	\$0.32	\$3.47	\$6.57
IRRIGATE (3X)		0.30 HR		\$2.25	\$15.20	\$0.00	\$2.06	\$19.50
SUBTOTAL		1.82 HR		\$15.25	\$50.84	\$12.11	\$39.56	\$117.75
OVERHEAD EXPENSES								
DOWNTIME		0.12 HR		\$0.98				\$0.98
EMPLOYEE BENEFITS				\$2.74				\$2.74
INSURANCE			\$0.30					\$0.30
SUPERVISION AND MANAGEMENT				\$17.17				\$17.17
SUBTOTAL		0.12	\$0.30	\$20.90				\$21.20
TOTAL OPERATING EXPENSES		1.94 HR	\$120.30	\$36.15	\$50.84	\$12.11	\$39.56	\$258.96

TABLE 7. Alfalfa hay, pivot sprinkler-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2018
Harvesting dates: June 1 - October 10

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
ALFALFA HAY	\$185.00	6.50 TONS (STACKED)	\$1,202.50
GRAZING	\$15.00	1.00 ACRE	\$15.00
TOTAL			\$1,217.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
NITROGEN (N)	\$0.31	75 LBS	\$23.25		\$23.25
PHOSPHATE (P2O5)	\$0.24	200 LBS	\$48.00		\$48.00
INSECTICIDE	\$16.03	2 X/ACRE	\$32.05		\$32.05
ESTABLISHMENT: Principal		5 YEARS		\$51.79	\$51.79
: Interest				\$7.50	\$7.50
BALING TWINE	\$1.32	56 LBS	\$0.74		\$0.74
PUMP WATER*		40 AC. IN.			
SUBTOTAL			\$104.04	\$59.29	\$163.33

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DRAG	93 HP	0.15 HR		\$1.28	\$2.19	\$0.14	\$0.27	\$3.89
IRRIGATE (11X)		1.10 HR		\$8.25	\$101.31	\$0.00	\$13.71	\$123.27
SUBTOTAL		1.25 HR		\$9.53	\$103.50	\$0.14	\$13.98	\$127.16

HARVEST OPERATIONS								
SWATHER (5X)	16 FT	0.55 HR		\$4.70	\$5.56	\$0.80	\$13.98	\$25.04
BALER (5X)	93 HP	0.85 HR		\$7.27	\$12.42	\$0.99	\$3.14	\$23.82
LOAD (5X)	93 HP	1.00 HR		\$8.55	\$14.62	\$24.76	\$9.89	\$57.81
SUBTOTAL		2.40 HR		\$20.52	\$32.60	\$26.55	\$27.01	\$106.67

OVERHEAD EXPENSES								
DOWNTIME		0.60 HR		\$5.13				\$5.13
EMPLOYEE BENEFITS				\$5.41				\$5.41
INSURANCE			\$0.60					\$0.60
LAND TAXES							\$2.43	\$2.43
SUPERVISION AND MANAGEMENT				\$87.53				\$87.53
OTHER EXPENSES			\$95.31					\$95.31
SUBTOTAL		0.60 HR		\$95.91	\$98.06		\$2.43	\$196.41

TOTAL OPERATING EXPENSES 4.25 HR \$199.94 \$128.12 \$136.10 \$26.69 \$102.71 \$593.56

NET OPERATING PROFIT \$623.94

INTEREST ON OPERATING CAPITAL (\$82.86 @ 5.50%) \$4.56
INTEREST ON EQUIPMENT INVESTMENT \$18.50

RETURN TO LAND AND RISK \$600.88

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

GROSS RETURN		\$1,217.50	
VARIABLE OPERATING EXPENSES	\$362.73		
RETURN OVER VARIABLE EXPENSES		\$854.77	(GROSS MARGIN)
FIXED EXPENSES	\$102.71		
NET FARM INCOME		\$752.05	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$128.12		
NET OPERATING PROFIT		\$623.94	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$23.06		
RETURN TO LAND AND RISK		\$600.88	

TABLE 8. Wheat, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area,
 Projected 2018
 Planting dates: August 15 - September 15
 Harvesting dates: July 15 - July 15

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
WHEAT	\$7.33	35.00 CWT		\$256.67
DIRECT PAYMENT	\$0.00	35.00 CWT	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00			\$0.00
GRAZING	\$25.00	1.00 ACRE		\$25.00
TOTAL				\$281.67

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.44	150 LBS	\$66.00		\$66.00
ANHYDROUS (NH3)	\$0.21	125 LBS	\$26.25		\$26.25
LIVESTOCK FAC & EQUIP				\$5.00	\$5.00
PUMP WATER*		25 AC. IN.			\$0.00
CROP INSURANCE	\$0.29		\$0.29		\$0.29
SUBTOTAL			\$92.54	\$5.00	\$97.54

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03
ANHYDROUS APPL	155 HP	0.20 HR	\$7.00	\$1.71	\$4.84	\$1.08	\$3.88	\$18.50
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03
DRILL	93 HP	0.12 HR		\$1.03	\$1.75	\$0.32	\$3.47	\$6.57
IRRIGATE (5X)		2.50 HR		\$18.75	\$63.32	\$0.00	\$3.97	\$86.04
SUBTOTAL		3.10 HR	\$7.00	\$23.88	\$76.69	\$3.95	\$17.65	\$129.17

HARVEST OPERATIONS								
COMBINE (CUSTOM)			\$26.00					\$26.00
SUBTOTAL			\$26.00	\$0.00	\$0.00	\$0.00	\$0.00	\$26.00

OVERHEAD EXPENSES								
DOWNTIME		0.15 HR		\$1.28				\$1.28
EMPLOYEE BENEFITS				\$4.30				\$4.30
INSURANCE			\$0.48					\$0.48
LAND TAXES							\$2.43	\$2.43
SUPERVISION AND MANAGEMENT				\$22.52				\$22.52
OTHER EXPENSES			\$95.31					\$95.31
SUBTOTAL		0.15 HR	\$95.78	\$28.10			\$2.43	\$126.32

TOTAL OPERATING EXPENSES		3.25 HR	\$221.33	\$51.98	\$76.69	\$3.95	\$25.09	\$379.03
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NET OPERATING PROFIT (\$97.37)

INTEREST ON OPERATING CAPITAL	(\$66.43	@	5.50%)			\$3.65
INTEREST ON EQUIPMENT INVESTMENT								\$6.15

RETURN TO LAND AND RISK (\$107.17)

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

BUDGET SUMMARY

GROSS RETURN		\$281.67		
VARIABLE OPERATING EXPENSES	\$301.97			
RETURN OVER VARIABLE EXPENSES		(\$20.30)	(GROSS MARGIN)	
FIXED EXPENSES	\$25.09			
NET FARM INCOME		(\$45.39)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$51.98			
NET OPERATING PROFIT		(\$97.37)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$9.80			
RETURN TO LAND AND RISK		(\$107.17)		

TABLE 9. White corn, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2018
 Planting dates: April 15 - May 15
 Harvesting dates: October 1 - November 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN	\$6.61	70.00 CWT	\$462.50
GRAZING	\$20.00	1.00 ACRE	\$20.00
TOTAL			\$482.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.85	25 000	\$46.25		\$46.25
NITROGEN (N)	\$0.31	30 LBS	\$9.30		\$9.30
PHOSPHATE (P2O5)	\$0.24	70 LBS	\$16.80		\$16.80
TRACE ELEMENTS	\$0.15	65 LBS	\$9.75		\$9.75
ANHYDROUS (NH3)	\$0.21	175 LBS	\$36.75		\$36.75
INSECTICIDE (CUSTOM)	\$16.03	3 ACRE	\$48.08		\$48.08
HERBICIDE	\$9.45	1 ACRE	\$9.45		\$9.45
LIVESTOCK FAC & EQUIP				\$5.00	\$5.00
PUMP WATER*		48 AC. IN.			\$0.00
SUBTOTAL			\$176.37	\$5.00	\$181.37

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03
CHISEL	155 HP	0.20 HR		\$1.71	\$4.84	\$1.37	\$5.18	\$13.10
ANHYDROUS APPL	155 HP	0.20 HR	\$7.00	\$1.71	\$4.84	\$1.08	\$3.88	\$18.50
DISC & SPRAY	155 HP	0.19 HR		\$1.62	\$4.60	\$1.87	\$7.11	\$15.20
LISTER	155 HP	0.12 HR		\$1.03	\$2.91	\$0.88	\$3.74	\$8.56
PLANTER	93 HP	0.17 HR		\$1.45	\$2.48	\$0.51	\$5.73	\$10.18
ROLLING CULT (3X)	93 HP	0.39 HR		\$3.33	\$5.70	\$1.82	\$2.72	\$13.58
IRRIGATE (8X)		4.00 HR		\$30.00	\$121.57	\$0.00	\$7.62	\$159.20
SUBTOTAL		5.41 HR	\$7.00	\$42.06	\$150.33	\$8.80	\$39.14	\$247.34

HARVEST OPERATIONS								
COMBINE (CUSTOM)			\$23.25					\$23.25
HAUL (CUSTOM)			\$14.00					\$14.00
SUBTOTAL			\$37.25	\$0.00	\$0.00	\$0.00	\$0.00	\$37.25

OVERHEAD EXPENSES								
DOWNTIME		0.27 HR		\$2.33				\$2.33
EMPLOYEE BENEFITS				\$7.57				\$7.57
INSURANCE			\$0.84					\$0.84
LAND TAXES						\$2.43		\$2.43
SUPERVISION AND MANAGEMENT				\$39.89				\$39.89
OTHER EXPENSES			\$95.31					\$95.31
SUBTOTAL		0.27 HR	\$96.15	\$49.79		\$2.43		\$148.37

TOTAL OPERATING EXPENSES 5.68 HR \$316.77 \$91.85 \$150.33 \$8.80 \$46.58 \$614.33

NET OPERATING PROFIT (\$131.83)

INTEREST ON OPERATING CAPITAL (\$127.97 @ 5.50%) \$7.04
 INTEREST ON EQUIPMENT INVESTMENT \$13.48

RETURN TO LAND AND RISK (\$152.35)

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

GROSS RETURN		\$482.50	
VARIABLE OPERATING EXPENSES	\$475.91		
RETURN OVER VARIABLE EXPENSES		\$6.59	(GROSS MARGIN)
FIXED EXPENSES	\$46.58		
NET FARM INCOME		(\$39.99)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$91.85		
NET OPERATING PROFIT		(\$131.83)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$20.52		
RETURN TO LAND AND RISK		(\$152.35)	

TABLE 10. Upland cotton (stripper), flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2018
 Planting dates: April 15 - May 15
 Harvesting dates: November 1 - January 15

ITEM	PRICE	YIELD	BASE						TOTAL	
GROSS RETURNS										
COTTON LINT	\$0.73	1,000.00 LBS							\$730.00	
COTTON SEED	\$0.10	1,600.00 LBS							\$156.00	
DIRECT PAYMENT	\$0.0000	1,000.00 LBS	0.85						\$0.00	
COUNTER CYCLICAL PAYMENT	\$0.1373	720.00 LBS	0.85						\$84.03	
TOTAL									\$970.03	
PURCHASED INPUTS										
	PRICE	QUANTITY	PURCHASED INPUTS						FIXED COST	TOTAL
SEED	\$7.55	25 LBS	\$188.75						\$188.75	
NITROGEN (N)	\$0.31	72 LBS	\$22.32						\$22.32	
PHOSPHATE (P2O5)	\$0.24	184 LBS	\$44.16						\$44.16	
HERBICIDE (CUSTOM)	\$19.93	1 X/ACRE	\$19.93						\$19.93	
INSECTICIDE (CUSTOM)	\$18.91	1 X/ACRE	\$18.91						\$18.91	
CROP INSURANCE	\$0.59	FCIC	\$0.59						\$0.59	
PUMP WATER*		30 AC. IN.								
SUBTOTAL			\$294.66							\$294.66
PREHARVEST OPERATIONS										
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL		
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03		
PLOW	155 HP	0.48 HR		\$4.10	\$11.62	\$4.97	\$13.36	\$34.05		
DISC (2X)	155 HP	0.28 HR		\$2.39	\$6.78	\$2.55	\$6.33	\$18.05		
FLOAT (2X)	93 HP	0.32 HR		\$2.74	\$4.68	\$0.31	\$1.14	\$8.86		
LISTER	155 HP	0.12 HR		\$1.03	\$2.91	\$0.88	\$3.74	\$8.56		
PLANTER	155 HP	0.17 HR		\$1.45	\$4.12	\$1.26	\$8.82	\$15.65		
ROLLING CULT. (4X)	93 HP	0.52 HR		\$4.45	\$7.60	\$2.43	\$3.63	\$18.10		
HAND HOE (CUSTOM)			\$25.00					\$25.00		
IRRIGATE (6X)		3.00 HR		\$22.50	\$75.98	\$0.00	\$4.77	\$103.25		
SUBTOTAL		5.03 HR	\$25.00	\$39.86	\$117.07	\$13.67	\$44.95	\$240.54		
HARVEST OPERATIONS										
COTTON STRIPPER	93 HP	0.62 HR		\$5.30	\$9.06	\$3.49	\$49.70	\$67.55		
HAUL	93 HP	1.00 HR		\$8.55	\$14.62	\$0.99	\$7.34	\$31.50		
GIN COTTON (CUSTOM)			\$204.40					\$204.40		
SUBTOTAL		1.62 HR	\$204.40	\$13.85	\$23.68	\$4.48	\$57.04	\$303.45		
POST HARVEST OPERATIONS										
SHREDDER	93 HP	0.29 HR		\$2.48	\$4.24	\$0.33	\$2.44	\$9.49		
OVERHEAD EXPENSES										
DOWNTIME		0.91 HR		\$7.74				\$7.74		
EMPLOYEE BENEFITS				\$9.67				\$9.67		
INSURANCE			\$1.07					\$1.07		
LAND TAXES							\$2.43	\$2.43		
SUPERVISION AND MANAGEMENT				\$73.99				\$73.99		
OTHER EXPENSES			\$95.31					\$95.31		
SUBTOTAL		0.91 HR	\$96.38	\$91.39				\$2.43	\$190.21	
TOTAL OPERATING EXPENSES		7.85 HR	\$620.44	\$147.58	\$144.98	\$18.48	\$106.86	\$1,038.35		
NET OPERATING PROFIT									(\$68.32)	
INTEREST ON OPERATING CAPITAL		(\$182.36	@	5.50%)			\$10.03	
INTEREST ON EQUIPMENT INVESTMENT									\$37.57	
RETURN TO LAND AND RISK									(\$115.91)	

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

GROSS RETURN		\$970.03	
VARIABLE OPERATING EXPENSES	\$783.90		
RETURN OVER VARIABLE EXPENSES	\$186.12	(GROSS MARGIN)	
FIXED EXPENSES	\$106.86		
NET FARM INCOME	\$79.26	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$147.58		
NET OPERATING PROFIT	(\$68.32)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$47.60		
RETURN TO LAND AND RISK		(\$115.91)	

TABLE 11. Grain sorghum, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2018
 Planting dates: May 1 - June 15
 Harvesting dates: October 15 - November 15

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
GRAIN SORGHUM	\$6.08	50.00 CWT		\$303.93
DIRECT PAYMENT	\$0.00	50.00 CWT	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT		\$0.00
GRAZING	\$10.00	1 ACRE		\$10.00
TOTAL				\$313.93

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.04	12 LBS	\$12.48		\$12.48
ANHYDROUS (NH3)	\$0.21	150 LBS	\$31.50		\$31.50
NITROGEN (N)	\$0.31	18 LBS	\$5.58		\$5.58
PHOSPHATE (P2O5)	\$0.24	46 LBS	\$11.04		\$11.04
INSECTICIDE	\$14.17	1 ACRE	\$14.17		\$14.17
HERBICIDE	\$12.26	1 ACRE	\$12.26		\$12.26
LIVESTOCK FAC & EQUIP				\$5.00	\$5.00
PUMP WATER		36 AC. IN.	\$0.00		\$0.00
CROP INSURANCE	\$1.96				\$1.96
SUBTOTAL			\$87.03	\$5.00	\$93.99

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03
CHISEL	155 HP	0.20 HR		\$1.71	\$4.84	\$1.37	\$5.18	\$13.10
ANHYDROUS APPL	155 HP	0.20 HR	\$7.00	\$1.71	\$4.84	\$1.08	\$3.88	\$18.50
DISC & SPRAY	155 HP	0.19 HR		\$1.62	\$4.60	\$1.87	\$7.11	\$15.20
LISTER	155 HP	0.12 HR		\$1.03	\$2.91	\$0.88	\$3.74	\$8.56
PLANTER	155 HP	0.17 HR		\$1.45	\$4.12	\$1.26	\$8.82	\$15.65
ROLLING CULT (3X)	93 HP	0.39 HR		\$3.33	\$5.70	\$1.82	\$2.72	\$13.58
IRRIGATE (6X)		3.00 HR		\$25.65	\$91.18	\$0.00	\$5.72	\$122.55
SUBTOTAL		4.41 HR	\$7.00	\$37.71	\$121.57	\$9.56	\$40.33	\$216.16

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COMBINE (CUSTOM)	14 FT SP		\$15.00					\$15.00
SUBTOTAL		0.00 HR	\$15.00	\$0.00	\$0.00	\$0.00	\$0.00	\$15.00

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	1.10 HR		\$9.43				\$9.43
EMPLOYEE BENEFITS			\$6.79				\$6.79
INSURANCE		\$0.75					\$0.75
LAND TAXES						\$2.43	\$2.43
SUPERVISION AND MANAGEMENT			\$24.18				\$24.18
OTHER EXPENSES		\$95.31					\$95.31
SUBTOTAL	1.10 HR	\$96.06	\$40.39			\$2.43	\$138.89

TOTAL OPERATING EXPENSES 5.51 HR \$205.09 \$78.10 \$121.57 \$9.56 \$47.76 \$464.05

NET OPERATING PROFIT (\$150.12)

INTEREST ON OPERATING CAPITAL (\$ 79.78 @ 5.50%) \$4.39
 INTEREST ON EQUIPMENT INVESTMENT \$14.08

RETURN TO LAND AND RISK (\$168.59)

BUDGET SUMMARY

GROSS RETURN		\$313.93	
VARIABLE OPERATING EXPENSES	\$336.23		
RETURN OVER VARIABLE EXPENSES		(\$22.30)	(GROSS MARGIN)
FIXED EXPENSES	\$47.76		
NET FARM INCOME		(\$70.06)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$78.10		
NET OPERATING PROFIT		(\$148.16)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$18.47		
RETURN TO LAND AND RISK		(\$166.62)	

TABLE 12. Summary of per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2018

	ALFALFA ESTABLISHMENT	ALFALFA HAY	WHEAT	WHITE CORN	STRIPPER COTTON	GRAIN SORGHUM
		TONS	CWT	CWT	LBS	CWT
PRIMARY YIELD		6.50	35.00	70.00	1,000.00	50.00
PRIMARY PRICE		\$185.00	\$7.33	\$26.61	\$0.73	\$6.08
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$84.03	\$0.00
SECOND INCOME		\$15.00	\$25.00	\$20.00	\$156.00	\$10.00
GROSS RETURN		\$1,217.50	\$281.67	\$482.50	\$970.03	\$313.93
CASH OPERATING EXPENSES						
SEED	\$120.00		\$66.00	\$46.25	\$188.75	\$12.48
FERTILIZER		\$103.30	\$26.25	\$72.60	\$22.32	\$48.12
CHEMICALS				\$57.52	\$38.84	\$26.43
CROP INSURANCE			\$0.29		\$0.59	\$1.96
OTHER PURCHASED INPUTS		\$0.74			\$44.16	
CANAL WATER						
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$35.65	\$34.79	\$13.37	\$28.76	\$69.00	\$30.39
FUEL-IRRIGATION	\$15.20	\$101.31	\$63.32	\$121.57	\$75.98	\$91.18
REPAIRS	\$12.11	\$26.69	\$3.95	\$8.80	\$18.48	\$9.56
CUSTOM CHARGES			\$33.00	\$44.25	\$229.40	\$22.00
LAND TAXES		\$2.43	\$2.43	\$2.43	\$2.43	\$2.43
OTHER EXPENSES	\$0.30	\$95.91	\$95.78	\$96.15	\$96.38	\$96.06
TOTAL CASH EXPENSES	\$183.25	\$365.17	\$304.40	\$478.34	\$786.34	\$340.62
RETURN OVER CASH EXPENSES	(\$183.25)	\$852.33	(\$22.74)	\$4.16	\$183.69	(\$26.69)
FIXED EXPENSES	\$39.56	\$100.28	\$22.65	\$44.14	\$104.43	\$45.33
TOTAL EXPENSES	\$222.81	\$465.45	\$327.05	\$522.49	\$890.77	\$385.95
NET FARM INCOME	(\$222.81)	\$752.05	(\$45.39)	(\$39.99)	\$79.26	(\$72.02)
LABOR AND MANAGEMENT COSTS	\$36.15	\$128.12	\$51.98	\$91.85	\$147.58	\$78.10
NET OPERATING PROFIT	(\$258.96)	\$623.94	(\$97.37)	(\$131.83)	(\$68.32)	(\$150.12)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL		\$4.56	\$3.65	\$7.04	\$10.03	\$4.39
INTEREST ON EQUIPMENT INVESTMENT		\$18.50	\$6.15	\$13.48	\$37.57	\$14.08
TOTAL CAPITAL COSTS	\$0.00	\$23.06	\$9.80	\$20.52	\$47.60	\$18.47
RETURN TO LAND AND RISK	(\$258.96)	\$600.88	(\$107.17)	(\$152.35)	(\$115.91)	(\$168.59)

TABLE 13. Whole farm summary, Dell City area, Otero County,
Projected 2018

GROSS RETURNS		
ALFALFA HAY	280.00 ACRES	
CROP		\$340,900
WHEAT	170.00 ACRES	
CROP		\$43,633
GRAZING		\$4,250
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
WHITE CORN	50.00 ACRES	
CROP		\$23,125
GRAZING		\$1,000
COTTON	84.50 ACRES	
LINT		\$61,685
SEED		\$13,182
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$7,100
GRAIN SORGHUM	25.50 ACRES	
CROP		\$7,750
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
GRAZING		\$255
GROSS RETURN		<u>\$502,881</u>
CASH OPERATING EXPENSES		
SEED		\$36,400
FERTILIZER		\$40,130
CHEMICALS		\$6,832
CROP INSURANCE		\$266
OTHER PURCHASED INPUTS		\$3,937
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$22,019
FUEL-IRRIGATION		\$54,791
REPAIRS		\$11,056
CUSTOM CHARGES		\$27,768
LAND TAXES		\$1,485
OTHER EXPENSES		\$58,555
TOTAL CASH EXPENSES		<u>\$263,238</u>
RETURN OVER CASH EXPENSES		\$239,643
FIXED EXPENSES		\$31,791
TOTAL EXPENSES		\$295,029
NET FARM INCOME		\$207,852
LABOR AND MANAGEMENT COSTS		\$65,751
NET OPERATING PROFIT		\$142,101
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$3,208
INTEREST ON EQUIPMENT INVESTMENT		\$10,433
TOTAL CAPITAL COSTS		<u>\$13,642</u>
RETURN TO LAND AND RISK		<u>\$128,459</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$500 /ACRE	\$118,859	27.32%
\$750 /ACRE	\$114,059	20.89%
\$1,000 /ACRE	\$109,259	16.91%
\$1,250 /ACRE	\$104,459	14.21%
\$1,500 /ACRE	\$99,659	12.25%

* 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)