

MICROCOMPUTER CROP COST AND RETURN GENERATOR

BUDGET AREA..... VALENCIA AND SOUTHERN BERNALILLO COUNT Projected 2018  
 FARM SIZE..... 30.00 ACRES  
 IRRIGATION TYPE..... FLOOD  
 NUMBER OF CROPS..... 5

VERSION 1.0

COPYRIGHT (C) 1984 by NEW MEXICO STATE UNIVERSITY BOARD OF REGENTS

1,900.00 /ACRE	#REF!	#REF!
2,100.00 /ACRE	#REF!	#REF!

---

- \* 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)

Total	3,379.73
	=====
Total per planted acre	125.18
-----	-----

TABLE 1. Acreage Summary, Valencia and Southern Bernalillo Counties,  
Projected 2018

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

\* DOUBLE-CROPPED

TABLE 2. Basic cost information for Valencia and Southern Bernalillo Counties,  
Projected 2018

Item			
Labor Wage Rate:		\$/hour	\$7.50
Purchased Inputs:			
Fertilizer:			
Nitrogen (N)		\$/pound	\$0.31
Phosphate (P205)		\$/pound	\$0.24
Seed:			
Alfalfa		\$/pound	\$4.00
Oats		\$/pound	\$0.44
Green Chile		\$/pound	\$16.00
Jalapenos		\$/pound	\$50.00
Sorghum		\$/pound	\$1.32
Baling wire		\$/pound	\$1.32
Chile Sacks		\$/sack	\$0.18
Canal water		\$/acre	\$28.00
Energy:			
Butane		\$/gallon	\$2.85
Diesel fuel		\$/gallon	\$2.70
Gasoline		\$/gallon	\$2.40
Electricity		cents/KwHr	12.67
Natural Gas		\$/MCF	\$4.01
Employee Liability Insurance		\$/1,000 wages	\$12.00
Employee Benefits		percent/wages	12.00%
Labor Downtime		percent	25.00%
Financial Rates:			
Operating Capital Interest Rate		percent	5.50%
Land Interest Rate		percent	5.00%
Equipment Interest Rate		percent	5.50%
Real Interest Rate		percent	3.00%
Land Taxes	\$483.00	/acre (full value)	\$5.24
Personal Property Tax Rate	- NR	\$/1,000 (Assessed Value)	\$32.53
	- R		\$26.53
Supervision Factors			
Field Crop-Irrigation		\$/labor hour	\$1.00
Field Crop-Equip & General		\$/labor hour	\$0.50
Vegetable Crop-Irrigation		\$/labor hour	\$2.90
Vegetable Crop-Equip & General		\$/labor hour	\$1.00
Management Rate			
Field Crops		percent/GR	4.00%
Vegetable Crops		percent/TOE	10.00%

TABLE 3. Overhead cost information for Valencia and Southern Bernalillo Counties,  
Projected 2018

Item			
Electricity (Domestic & Shop)		\$57.15 per month	\$686
Telephone		\$44.45 per month	\$533
Accounting & Legal			\$191
Misc. Supplies & Hand Tools			\$445
Pickup and Auto			
miles	5,232	@ \$0.500 per mile	\$2,616
Insurance			
- general liability (non-employee)			\$197
- fire/theft			\$165
Property Taxes			
- non-planted land			\$78
- other than land & machinery			\$135
Building repairs and maintenance			\$229
Dues, fees, publications			\$127
Farmstead Equipment			\$191
Total			\$5,591
Total per planted acre			\$207.09



TABLE 5. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties,  
 Projected 2018  
 Planting dates: August 15 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS				TOTAL		
<b>PURCHASED INPUTS</b>									
ALFALFA SEED	\$4.00	20.00 LBS		\$80.00			\$80.00		
CANAL WATER		12.00 AC. IN.					\$0.00		
SUBTOTAL				\$80.00			\$80.00		
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.88	\$14.49	
PLOW	65 HP	1.31 HR		\$9.83	\$15.29	\$2.10	\$20.33	\$47.54	
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.88	\$14.49	
LASER PLANE (CUSTOM)			\$70.71					\$70.71	
BORDER DISC	65 HP	0.05 HR		\$0.38	\$0.58	\$0.08	\$5.73	\$6.78	
DRILL (CUSTOM)			\$32.50					\$32.50	
IRRIGATE (2X)		1.50 HR		\$11.25				\$11.25	
SUBTOTAL		3.48 HR	\$103.21	\$26.10	\$23.10	\$3.52	\$41.82	\$197.76	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.50 HR		\$3.71				\$3.71	
EMPLOYEE BENEFITS				\$3.13				\$3.13	
INSURANCE			\$0.31					\$0.31	
SUPERVISION AND MANAGEMENT				\$13.60				\$13.60	
SUBTOTAL		0.50 HR	\$0.31	\$20.45				\$20.76	
<b>TOTAL OPERATING EXPENSES</b>			3.98 HR	\$183.52	\$46.55	\$23.10	\$3.52	\$41.82	\$298.52

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties, Projected 2018  
Harvesting dates: June 1 - October 15

ITEM	PRICE	YIELD						TOTAL
<b>GROSS RETURNS</b>								
ALFALFA HAY	\$175.00	4.00 TONS (IN FIELD)						\$700.00
GRAZING	\$10.00	1.00 ACRE						\$10.00
<b>TOTAL</b>								<b>\$710.00</b>
<b>PURCHASED INPUTS</b>								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
PHOSPHATE (P2O5)	\$0.24	90 LBS	\$21.60					\$21.60
WIRE ESTABLISHMENT: Principal	\$1.32	30 LBS	\$39.60					\$39.60
: Interest		6 YEARS					\$49.75	\$49.75
CANAL WATER		44 AC. IN.	\$28.00				\$8.60	\$8.60
<b>SUBTOTAL</b>			<b>\$89.20</b>				<b>\$58.36</b>	<b>\$147.56</b>
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (8X)		6.00 HR		\$45.00				\$45.00
<b>HARVEST OPERATIONS</b>								
SWATHER (CUSTOM)			\$23.33					\$23.33
BALER, PTO (4X)	65 HP	1.08 HR		\$8.10	\$12.60	\$1.56	\$32.90	\$55.16
<b>SUBTOTAL</b>			<b>\$23.33</b>	<b>\$8.10</b>	<b>\$12.60</b>	<b>\$1.56</b>	<b>\$32.90</b>	<b>\$78.49</b>
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.27 HR		\$2.03				\$2.03
EMPLOYEE BENEFITS				\$0.97				\$0.97
INSURANCE			\$0.10					\$0.10
LAND TAXES							\$5.24	\$5.24
SUPERVISION AND MANAGEMENT				\$34.94				\$34.94
OTHER EXPENSES			\$207.09					\$207.09
<b>SUBTOTAL</b>			<b>\$207.19</b>	<b>\$37.94</b>			<b>\$5.24</b>	<b>\$250.36</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>1.35 HR</b>	<b>\$319.72</b>	<b>\$91.04</b>	<b>\$12.60</b>	<b>\$1.56</b>	<b>\$96.49</b>	<b>\$521.41</b>
<b>NET OPERATING PROFIT</b>								<b>\$188.59</b>
INTEREST ON OPERATING CAPITAL		(	\$47.72	@	5.50%	)		\$2.62
INTEREST ON EQUIPMENT								\$22.00
<b>RETURN TO LAND AND RISK</b>								<b>\$163.96</b>
<b>BUDGET SUMMARY</b>								
GROSS RETURN			\$710.00					
VARIABLE OPERATING EXPENSES	\$333.88							
RETURN OVER VARIABLE EXPENSES		\$376.12		(GROSS MARGIN)				
FIXED EXPENSES	\$96.49							
NET FARM INCOME		\$279.63		(RETURN TO CAPITAL, LABOR, LAND & RISK)				
LABOR AND MANAGEMENT COST	\$91.04							
NET OPERATING PROFIT		\$188.59		(RETURN TO CAPITAL, LAND & RISK)				
CAPITAL COSTS	\$24.63							
RETURN TO LAND AND RISK		\$163.96						

TABLE 7. Small grain hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties,  
 Projected 2018  
 Planting dates: March 1 - May 1  
 Harvesting dates: June 15 - July 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
SMALL GRAIN HAY	\$175.00	2.50 NS (IN FIELD)						\$437.50
TOTAL								\$437.50

  

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$0.44	100 LBS	\$44.00					\$44.00
WIRE	\$1.32	25 LBS	\$33.00					\$33.00
CANAL WATER		24 AC. IN.	\$28.00					\$28.00
SUBTOTAL			\$105.00					\$105.00

  

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	65 HP	1.31 HR		\$9.83	\$15.29	\$2.10	\$20.33	\$47.54
DISC (2X)	65 HP	0.62 HR		\$4.65	\$7.23	\$1.34	\$15.76	\$28.99
BORDER DISC	65 HP	0.05 HR		\$0.38	\$0.58	\$0.08	\$5.73	\$6.78
DRILL (CUSTOM)			\$7.53					\$7.53
IRRIGATE (4X)		3.00 HR		\$22.50				\$22.50
SUBTOTAL		4.98 HR	\$7.53	\$37.35	\$23.10	\$3.52	\$41.82	\$113.33

  

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER (CUSTOM)			\$23.33					\$23.33
BALER, PTO	65 HP	0.27 HR		\$2.03	\$3.15	\$0.39	\$8.22	\$13.79
SUBTOTAL		0.27 HR	\$23.33	\$2.03	\$3.15	\$0.39	\$8.22	\$37.12

  

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.56 HR		\$4.22				\$4.22
EMPLOYEE BENEFITS			\$4.73				\$4.73
INSURANCE		\$0.47					\$0.47
LAND TAXES						\$2.62	\$2.62
SUPERVISION AND MANAGEMENT			\$21.63				\$21.63
OTHER EXPENSES		\$103.55					\$103.55
SUBTOTAL	0.56 HR	\$104.02	\$30.57			\$2.62	\$137.21

  

TOTAL OPERATING EXPENSES	5.81 HR	\$239.88	\$69.94	\$26.25	\$3.92	\$52.67	\$392.66
NET OPERATING PROFIT							\$44.84
INTEREST ON OPERATING CAPITAL	(	\$61.40	@	5.50%	)		\$3.38
INTEREST ON EQUIPMENT							\$34.80
RETURN TO LAND AND RISK							\$6.66

  

BUDGET SUMMARY	
GROSS RETURN	\$437.50
VARIABLE OPERATING EXPENSES	\$270.05
RETURN OVER VARIABLE EXPENSES	\$167.45 (GROSS MARGIN)
FIXED EXPENSES	\$52.67
NET FARM INCOME	\$114.78 (RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$69.94
NET OPERATING PROFIT	\$44.84 (RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$38.18
RETURN TO LAND AND RISK	\$6.66

TABLE 8. Sorghum hay, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties,  
 Projected 2018  
 Planting dates: July 1 - July 31  
 Harvesting dates: August 10 - September 30

ITEM	PRICE	YIELD						TOTAL
<b>GROSS RETURNS</b>								
SORGHUM HAY	\$160.00	2.00 TONS (IN FIELD)						\$320.00
GRAZING	\$5.00	1.00 ACRE						\$5.00
<b>TOTAL</b>								<b>\$325.00</b>
<b>PURCHASED INPUTS</b>								
	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL
SEED	\$1.32	35 LBS	\$46.20					\$46.20
WIRE	\$1.32	17 LBS	\$22.44					\$22.44
CANAL WATER		24 AC. IN.	\$28.00					\$28.00
<b>SUBTOTAL</b>								<b>\$96.64</b>
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.88	\$14.49
DRILL (CUSTOM)			\$7.53					\$7.53
IRRIGATE (4X)		3.00 HR		\$22.50				\$22.50
<b>SUBTOTAL</b>								<b>\$44.52</b>
<b>HARVEST OPERATIONS</b>								
SWATHER (CUSTOM) (2X)			\$23.33					\$23.33
BALER, PTO (2X)	65 HP	0.27 HR		\$2.03	\$3.15	\$0.39	\$8.22	\$13.79
<b>SUBTOTAL</b>								<b>\$37.12</b>
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.15 HR		\$1.09				\$1.09
EMPLOYEE BENEFITS				\$3.22				\$3.22
INSURANCE			\$0.32					\$0.32
LAND TAXES							\$2.62	\$2.62
SUPERVISION AND MANAGEMENT				\$16.29				\$16.29
OTHER EXPENSES			\$103.55					\$103.55
<b>SUBTOTAL</b>								<b>\$127.09</b>
<b>TOTAL OPERATING EXPENSES</b>								<b>\$305.37</b>
<b>NET OPERATING PROFIT</b>								<b>\$19.63</b>
INTEREST ON OPERATING CAPITAL		( \$51.63 @	5.50%	)				\$2.84
INTEREST ON EQUIPMENT								\$10.60
<b>RETURN TO LAND AND RISK</b>								<b>\$6.19</b>
<b>BUDGET SUMMARY</b>								
GROSS RETURN			\$325.00					
VARIABLE OPERATING EXPENSES	\$239.20							
RETURN OVER VARIABLE EXPENSES		\$85.80	(GROSS MARGIN)					
FIXED EXPENSES	\$18.72							
NET FARM INCOME		\$67.08	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$47.45							
NET OPERATING PROFIT		\$19.63	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$13.44							
RETURN TO LAND AND RISK								\$6.19

TABLE 9. Green chile, flood-irrigated, budgeted per acre costs and returns for a 30 acre part-time Valencia and Southern Bernalillo Counties,  
 Projected 2018  
 Planting dates: April 10 - May 1  
 Harvesting dates: August 1 - October 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
GREEN CHILE	\$7.50	275.00	BUSHEL	(22 LBS PER BUSHEL)				\$2,062.50
RED CHILE	\$0.90	400.00	LBS					\$360.00
<b>TOTAL</b>								<b>\$2,422.50</b>

  

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
CHILE SEED	\$16.00	7	LBS	\$112.00				\$112.00	
NITROGEN (N)	\$0.31	130	LBS	\$40.30				\$40.30	
HERBICIDE (GRANULAR)	\$35.06	1	X/ACRE	\$35.06				\$35.06	
INSECTICIDE (GRANULAR)	\$19.65	1	X/ACRE	\$19.65				\$19.65	
SACKS	\$0.18	375	EACH	\$67.50				\$67.50	
CANAL WATER		48	AC. IN.	\$28.00				\$28.00	
<b>SUBTOTAL</b>				<b>\$302.51</b>				<b>\$302.51</b>	

  

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.88	\$14.49
PLOW	65 HP	1.31 HR		\$9.83	\$15.29	\$2.10	\$20.33	\$47.54
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.88	\$14.49
LASER PLANE (CUSTOM)			\$70.71					\$70.71
LISTER	65 HP	0.54 HR		\$4.05	\$6.30	\$0.87	\$24.99	\$36.20
PLANT/BED SHAPE		32.00 HR		\$240.00				\$240.00
CULTIVATOR (3X)	65 HP	1.62 HR		\$12.15	\$18.90	\$2.60	\$38.92	\$72.57
THIN & HOE		30.00 HR		\$225.00				\$225.00
IRRIGATE (16X)		12.00 HR		\$90.00				\$90.00
<b>SUBTOTAL</b>		<b>78.09 HR</b>	<b>\$70.71</b>	<b>\$585.68</b>	<b>\$47.73</b>	<b>\$6.91</b>	<b>\$100.00</b>	<b>\$811.01</b>

  

HARVEST OPERATIONS								
HARVEST		100.00	HR	\$750.00				\$750.00
HAUL & SELL	HALF TON	20.00	HR	\$150.00	\$302.40	\$15.20	\$116.12	\$583.72
<b>SUBTOTAL</b>		<b>120.00 HR</b>		<b>\$900.00</b>	<b>\$302.40</b>	<b>\$15.20</b>	<b>\$116.12</b>	<b>\$1,333.72</b>

  

OVERHEAD EXPENSES								
DOWNTIME		6.02	HR	\$45.17				\$45.17
EMPLOYEE BENEFITS				\$178.28				\$178.28
INSURANCE				\$17.83				\$17.83
LAND TAXES						\$5.24		\$5.24
SUPERVISION AND MANAGEMENT				\$258.97				\$258.97
OTHER EXPENSES				\$207.09				\$207.09
<b>SUBTOTAL</b>		<b>6.02 HR</b>		<b>\$224.92</b>	<b>\$482.42</b>		<b>\$5.24</b>	<b>\$712.58</b>

  

<b>TOTAL OPERATING EXPENSES</b>		<b>204.11 HR</b>		<b>\$598.14</b>	<b>\$1,968.10</b>	<b>\$350.13</b>	<b>\$22.11</b>	<b>\$221.35</b>	<b>\$3,159.82</b>
<b>NET OPERATING PROFIT</b>									<b>(\$737.32)</b>
INTEREST ON OPERATING CAPITAL		( \$191.38	@	5.50%	)				\$10.53
INTEREST ON EQUIPMENT									\$974.41
<b>RETURN TO LAND AND RISK</b>									<b>(\$1,722.25)</b>

  

BUDGET SUMMARY			
GROSS RETURN		\$2,422.50	
VARIABLE OPERATING EXPENSES	\$970.37		
RETURN OVER VARIABLE EXPENSES	\$1,452.13		(GROSS MARGIN)
FIXED EXPENSES	\$221.35		
NET FARM INCOME	\$1,230.78		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$1,968.10		
NET OPERATING PROFIT	(\$737.32)		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$984.93		
RETURN TO LAND AND RISK	(\$1,722.25)		



TABLE 10. Jalapenos, flood-irrigated, budgeted per acre costs and returns for a 30 acre, part-time Valencia and Southern Bernalillo Counties,  
 Projected 2018  
 Planting dates: April 10 - May 1  
 Harvesting dates: August 1 - October 15

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

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
JALAPENO SEED	\$50.00	3 LBS	\$150.00		\$150.00
NITROGEN (N)	\$0.31	150 LBS	\$46.50		\$46.50
PHOSPHATE (P205)	\$0.24	75 LBS	\$18.00		\$18.00
HERBICIDE (GRANULAR)	\$35.06	1 X/ACRE	\$35.06		\$35.06
INSECTICIDE (GRANULAR)	\$19.65	1 X/ACRE	\$19.65		\$19.65
SACKS	\$1.00	10 EACH	\$10.00		\$10.00
CANAL WATER		48 AC. IN.	\$28.00		\$28.00
SUBTOTAL			\$307.21		\$307.21

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.88	\$14.49
FLOW	65 HP	1.31 HR		\$9.83	\$15.29	\$2.10	\$20.33	\$47.54
DISC	65 HP	0.31 HR		\$2.33	\$3.62	\$0.67	\$7.88	\$14.49
LASER PLANE (CUSTOM)			\$70.71					\$70.71
LISTER	65 HP	0.54 HR		\$4.05	\$6.30	\$0.87	\$24.99	\$36.20
PLANT/BED SHAPE	65 HP	2.00 HR		\$15.00	\$23.34	\$2.73	\$57.42	\$98.49
CULTIVATOR (3X)	65 HP	1.62 HR		\$12.15	\$18.90	\$2.60	\$38.92	\$72.57
THIN & HOE		25.00 HR		\$187.50				\$187.50
IRRIGATE (16X)		12.00 HR		\$90.00				\$90.00
SUBTOTAL		43.09 HR	\$70.71	\$323.18	\$71.06	\$9.64	\$157.42	\$632.01

HARVEST OPERATIONS								
HARVEST (CUSTOM)				\$1,980.00				\$1,980.00
HAUL & SELL	HALF TON	3.00 HR		\$22.50	\$45.36	\$2.28	\$17.42	\$87.56
SUBTOTAL		3.00 HR		\$2,002.50	\$45.36	\$2.28	\$17.42	\$2,067.56

OVERHEAD EXPENSES								
DOWNTIME		1.77 HR		\$13.29				\$13.29
EMPLOYEE BENEFITS				\$279.08				\$279.08
INSURANCE			\$27.91					\$27.91
LAND TAXES						\$5.24		\$5.24
SUPERVISION AND MANAGEMENT				\$419.21				\$419.21
OTHER EXPENSES			\$207.09					\$207.09
SUBTOTAL		1.77 HR	\$235.00	\$711.58		\$5.24		\$951.82

TOTAL OPERATING EXPENSES		47.86 HR	\$612.92	\$3,037.26	\$116.42	\$11.92	\$180.08	\$3,958.59
--------------------------	--	----------	----------	------------	----------	---------	----------	------------

NET OPERATING PROFIT								(\$658.59)
----------------------	--	--	--	--	--	--	--	------------

INTEREST ON OPERATING CAPITAL		( \$177.75 @ 5.50% )						\$9.78
INTEREST ON EQUIPMENT								\$210.27

RETURN TO LAND AND RISK								-878.63
-------------------------	--	--	--	--	--	--	--	---------

BUDGET SUMMARY			
GROSS RETURN		\$3,300.00	
VARIABLE OPERATING EXPENSES	\$741.26		
RETURN OVER VARIABLE EXPENSES		\$2,558.74	(GROSS MARGIN)
FIXED EXPENSES	\$180.08		
NET FARM INCOME		\$2,378.67	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$3,037.26		
NET OPERATING PROFIT		(\$658.59)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$220.04		
RETURN TO LAND AND RISK		(\$878.63)	

TABLE 11. Summary of per acre costs and returns for a 30 acre part-time farm, Valencia and Southern Bernalillo Counties,  
Projected 2018

	ALFALFA ESTABLISHMENT	ALFALFA HAY	SMALL GRAIN HAY	SORGHUM HAY	GREEN CHILE	JALAPENOS
		TONS	TONS	TONS	BU/LB	TONS
PRIMARY YIELD		4.00	2.50	2.00	275.00	11.00
PRIMARY PRICE		\$175.00	\$175.00	\$160.00	\$7.50	\$300.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME		\$10.00	\$0.00	\$5.00	\$360.00	\$0.00
GROSS RETURN		\$710.00	\$437.50	\$325.00	\$2,422.50	\$3,300.00
CASH OPERATING EXPENSES						
SEED	\$80.00		\$44.00	\$46.20	\$112.00	\$150.00
FERTILIZER		\$21.60			\$40.30	\$64.50
CHEMICALS					\$54.71	\$54.71
CROP INSURANCE						
OTHER PURCHASED INPUTS		\$39.60	\$33.00	\$22.44	\$67.50	\$10.00
CANAL WATER		\$28.00	\$28.00	\$28.00	\$28.00	\$28.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$23.10	\$12.60	\$26.25	\$6.77	\$350.13	\$116.42
FUEL-IRRIGATION						
REPAIRS	\$3.52	\$1.56	\$3.92	\$1.06	\$22.11	\$11.92
CUSTOM CHARGES	\$103.21	\$23.33	\$30.86	\$30.86	\$70.71	\$70.71
LAND TAXES		\$5.24	\$2.62	\$2.62	\$5.24	\$5.24
OTHER EXPENSES	\$0.31	\$207.19	\$104.02	\$103.87	\$224.92	\$235.00
TOTAL CASH EXPENSES	\$210.15	\$339.12	\$272.67	\$241.82	\$975.60	\$746.49
RETURN OVER CASH EXPENSES	(\$210.15)	\$370.88	\$164.83	\$83.18	\$1,446.90	\$2,553.51
FIXED EXPENSES	\$41.82	\$91.25	\$50.05	\$16.10	\$216.11	\$174.84
TOTAL EXPENSES	\$251.98	\$430.37	\$322.72	\$257.92	\$1,191.72	\$921.33
NET FARM INCOME	(\$251.98)	\$279.63	\$114.78	\$67.08	\$1,230.78	\$2,378.67
LABOR AND MANAGEMENT COSTS	\$46.55	\$91.04	\$69.94	\$47.45	\$1,968.10	\$3,037.26
NET OPERATING PROFIT	(\$298.52)	\$188.59	\$44.84	\$19.63	(\$737.32)	(\$658.59)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL		\$2.62	\$3.38	\$2.84	\$10.53	\$9.78
INTEREST ON EQUIPMENT INVESTMENT		\$22.00	\$34.80	\$10.60	\$974.41	\$210.27
TOTAL CAPITAL COSTS	\$0.00	\$24.63	\$38.18	\$13.44	\$984.93	\$220.04
RETURN TO LAND AND RISK	(\$298.52)	\$163.96	\$6.66	\$6.19	(\$1,722.25)	(\$878.63)

TABLE 12. Whole farm summary, Valencia and Southern Bernalillo Counties,  
Projected 2018

GROSS RETURNS		
ALFALFA HAY	20.00 ACRES	
CROP		\$14,000
GRAZING		\$200
SMALL GRAIN HAY	5.00 ACRES	
CROP		\$2,188
SORGHUM HAY	5.00 ACRES	
CROP		\$1,600
GRAZING		\$25
GREEN CHILE	1.00 ACRES	
GREEN		\$2,063
RED		\$360
JALPENOS	1.00 ACRES	
CROP		\$3,300
GROSS RETURN		\$23,735
CASH OPERATING EXPENSES		
SEED		\$993
FERTILIZER		\$537
CHEMICALS		\$109
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$1,147
CANAL WATER		\$896
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$965
FUEL-IRRIGATION		\$0
REPAIRS		\$103
CUSTOM CHARGES		\$1,278
LAND TAXES		\$141
OTHER EXPENSES		\$5,644
TOTAL CASH EXPENSES		\$11,812
RETURN OVER CASH EXPENSES		\$11,923
FIXED EXPENSES		\$1,698
TOTAL EXPENSES		\$13,511
NET FARM INCOME		\$10,224
LABOR AND MANAGEMENT COSTS		\$7,576
NET OPERATING PROFIT		\$2,648
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$104
INTEREST ON EQUIPMENT INVESTMENT		\$1,852
TOTAL CAPITAL COSTS		\$1,956
RETURN TO LAND AND RISK		\$693

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$5,000 /ACRE	(\$3,807)	1.49%
\$6,500 /ACRE	(\$5,157)	1.19%
\$8,000 /ACRE	(\$6,507)	0.99%
\$9,500 /ACRE	(\$7,857)	0.85%
\$11,000 /ACRE	(\$9,207)	0.74%
\$12,500 /ACRE	(\$10,557)	0.66%

\* 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)