

TABLE 6. Wheat, sprinkler-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Actual 2018
 Planting Dates: August 20 - September 15
 Harvest Dates: June 1 - June 25

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
WHEAT	\$4.75	75.00 BUSHEL		\$356.25
DIRECT PAYMENT	\$0.00	75.00 BUSHEL	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00			\$0.00
GRAZING	\$40.00	1.00 ACRE		\$40.00
TOTAL				\$396.25

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.37	60 LBS	\$22.20		\$22.20
NITROGEN (N)	\$0.42	120 LBS	\$50.40		\$50.40
PHOSPHATE (P205)	\$0.49	40 LBS	\$19.60		\$19.60
INSECTICIDE (CUSTOM)	\$20.01	1 X/ACRE	\$20.01		\$20.01
PUMP WATER*		18 AC. IN.			
CROP INSURANCE	\$0.61		\$0.61		\$0.61
SUBTOTAL			\$112.82		\$112.82

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.28 HR		\$2.39	\$8.85	\$2.61	\$7.90	\$21.76
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.16	\$0.20	\$0.95	\$2.74
DRILL	126 HP	0.18 HR		\$1.54	\$4.19	\$0.90	\$8.88	\$15.51
IRRIGATE (6X)		0.60 HR		\$4.50	\$80.85	\$0.00	\$9.28	\$94.63
SUBTOTAL		1.11 HR		\$8.86	\$95.05	\$3.71	\$27.02	\$134.64

HARVEST OPERATIONS

COMBINE (CUSTOM)			\$25.45					\$25.45
HAUL (CUSTOM)			\$12.00					\$12.00
SUBTOTAL			\$37.45					\$37.45

OVERHEAD EXPENSES

DOWNTIME		0.13 HR		\$1.09				\$1.09
EMPLOYEE BENEFITS				\$1.59				\$1.59
INSURANCE			\$0.18					\$0.18
LAND TAXES						\$0.60		\$0.60
SUPERVISION AND MANAGEMENT				\$28.29				\$28.29
OTHER EXPENSES			\$139.87					\$139.87
SUBTOTAL		0.13 HR		\$140.05	\$30.98		\$0.60	\$171.63

TOTAL OPERATING EXPENSES 1.24 HR \$290.32 \$39.84 \$95.05 \$3.71 \$27.62 \$456.53

NET OPERATING PROFIT (\$60.28)

INTEREST ON OPERATING CAPITAL (\$84.22 @ 5.75%) \$4.84
 INTEREST ON EQUIPMENT INVESTMENT \$12.08

RETURN TO LAND AND RISK (\$77.20)

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

GROSS RETURN		\$396.25		
VARIABLE OPERATING EXPENSES	\$389.08			
RETURN OVER VARIABLE EXPENSES		\$7.17	(GROSS MARGIN)	
FIXED EXPENSES	\$27.62			
NET FARM INCOME		(\$20.45)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$39.84			
NET OPERATING PROFIT		(\$60.28)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$16.92			
RETURN TO LAND AND RISK		(\$77.20)		

TABLE 7. Corn for grain, sprinkler-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Actual 2018
 Planting Dates: April 25 - May 30
 Harvest Dates: November 1 - November 30

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
CORN FOR GRAIN	\$7.95	135.00 CWT		\$1,072.77
DIRECT PAYMENT	\$0.00	135.00 CWT	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT		\$0.00
GRAZING	\$15.00	1.00 ACRE		\$15.00
TOTAL				\$1,087.77

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$3.11	28 000	\$87.15		\$87.15
NITROGEN (N)	\$0.42	150 LBS	\$63.00		\$63.00
PHOSPHATE (P205)	\$0.49	60 LBS	\$29.40		\$29.40
HERBICIDE	\$16.96	1 X/ACRE	\$16.96		\$16.96
INSECTICIDE (CUSTOM)	\$20.01	2 X/ACRE	\$40.01		\$40.01
PUMP WATER*		30 AC. IN.			
CROP INSURANCE	\$0.95		\$0.95		\$0.95
SUBTOTAL			\$237.47		\$237.47

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$4.42	\$1.31	\$3.95	\$10.88
PLOW	185 HP	0.48 HR		\$4.10	\$15.17	\$5.08	\$14.83	\$39.17
DISC	185 HP	0.14 HR		\$1.20	\$4.42	\$1.31	\$3.95	\$10.88
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.16	\$0.20	\$0.95	\$2.74
SPRAY & DISC	185 HP	0.17 HR		\$1.45	\$5.37	\$1.70	\$5.96	\$14.49
PRE-IRRIGATE		0.10 HR		\$0.75	\$10.37	\$0.00	\$1.19	\$12.31
LISTER	126 HP	0.12 HR		\$1.03	\$2.79	\$0.80	\$4.08	\$8.69
ROD WEED	126 HP	0.08 HR		\$0.68	\$1.86	\$0.38	\$2.36	\$5.28
PLANT ER	185 HP	0.17 HR		\$1.45	\$5.37	\$1.30	\$9.29	\$17.42
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$6.05	\$1.84	\$7.04	\$17.15
IRRIGATE (12X)		1.20 HR		\$9.00	\$124.39	\$0.00	\$14.28	\$147.66
SUBTOTAL		2.91 HR		\$23.52	\$181.37	\$13.90	\$67.88	\$286.66

HARVEST OPERATIONS								
COMBINE (CUSTOM)			\$47.25					\$47.25
HAUL (CUSTOM)			\$24.30					\$24.30
SUBTOTAL			\$71.55					\$71.55

OVERHEAD EXPENSES								
DOWNTIME		0.20 HR		\$1.67				\$1.67
EMPLOYEE BENEFITS				\$4.23				\$4.23
INSURANCE			\$0.47					\$0.47
LAND TAXES						\$0.60		\$0.60
SUPERVISION AND MANAGEMENT				\$77.26				\$77.26
OTHER EXPENSES			\$139.87					\$139.87
SUBTOTAL		0.20 HR		\$140.34	\$83.16		\$0.60	\$224.11

TOTAL OPERATING EXPENSES 3.11 HR \$449.36 \$106.68 \$181.37 \$13.90 \$68.48 \$819.79

NET OPERATING PROFIT \$267.98

INTEREST ON OPERATING CAPITAL (\$173.52 @ 5.75%) \$9.98
 INTEREST ON EQUIPMENT INVESTMENT \$30.63

RETURN TO LAND AND RISK \$227.37

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

BUDGET SUMMARY

GROSS RETURN		\$1,087.77	
VARIABLE OPERATING EXPENSES	\$644.63		
RETURN OVER VARIABLE EXPENSES		\$443.13	(GROSS MARGIN)
FIXED EXPENSES	\$68.48		
NET FARM INCOME		\$374.66	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$106.68		
NET OPERATING PROFIT		\$267.98	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$40.61		
RETURN TO LAND AND RISK		\$227.37	

TABLE 8. Grain sorghum, sprinkler-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Actual 2018
Planting Dates: May 15 - June 10
Harvest Dates: October 15 - November 15

ITEM	PRICE	YIELD	BASE						TOTAL
GROSS RETURNS									
GRAIN SORGHUM	\$6.65	65.00 CWT							\$432.25
DIRECT PAYMENT	\$0.00	65.00 CWT	0.85						\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT							\$0.00
GRAZING	\$9.00	1.00 ACRE							\$9.00
TOTAL									\$441.25
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL
SEED	\$2.25	6 LBS	\$13.50						\$13.50
NITROGEN (N)	\$0.42	150 LBS	\$63.00						\$63.00
PHOSPHATE (P205)	\$0.49	40 LBS	\$19.60						\$19.60
HERBICIDE	\$16.96	1 ACRE	\$16.96						\$16.96
INSECTICIDE (CUSTOM)	\$20.01	1 ACRE	\$20.01						\$20.01
PUMP WATER*		20 AC. IN.							
CROP INSURANCE	\$0.95		\$0.95						\$0.95
SUBTOTAL			\$134.02						\$134.02
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	185 HP	0.14 HR		\$1.20	\$4.42	\$1.31	\$3.95	\$10.88	
PLOW	185 HP	0.48 HR		\$4.10	\$15.17	\$5.08	\$14.83	\$39.17	
DISC	185 HP	0.14 HR		\$1.20	\$4.42	\$1.31	\$3.95	\$10.88	
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.16	\$0.20	\$0.95	\$2.74	
DISC & SPRAY	185 HP	0.17 HR		\$1.45	\$5.37	\$1.70	\$5.96	\$14.49	
LISTER	126 HP	0.12 HR		\$1.03	\$2.79	\$0.80	\$4.08	\$8.69	
PRE-IRRIGATE		0.10 HR		\$0.75	\$8.17	\$0.00	\$0.94	\$9.85	
ROD WEED	126 HP	0.08 HR		\$0.68	\$1.86	\$0.38	\$2.36	\$5.28	
PLANTER	185 HP	0.17 HR		\$1.45	\$5.37	\$1.30	\$9.29	\$17.42	
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$6.05	\$1.84	\$7.04	\$17.15	
IRRIGATE (10X)		1.00 HR		\$7.50	\$81.67	\$0.00	\$9.37	\$98.54	
SUBTOTAL		2.71 HR		\$22.02	\$136.45	\$13.90	\$62.72	\$235.09	
HARVEST OPERATIONS									
COMBINE (CUSTOM)			\$29.28					\$29.28	
HAUL (CUSTOM)			\$12.35					\$12.35	
SUBTOTAL			\$41.63					\$41.63	
OVERHEAD EXPENSES									
DOWNTIME		0.39 HR		\$3.36				\$3.36	
EMPLOYEE BENEFITS				\$3.96				\$3.96	
INSURANCE			\$0.44					\$0.44	
LAND TAXES							\$0.60	\$0.60	
SUPERVISION AND MANAGEMENT				\$32.17				\$32.17	
OTHER EXPENSES			\$139.87					\$139.87	
SUBTOTAL		0.39 HR		\$140.31	\$39.49		\$0.60	\$180.41	
TOTAL OPERATING EXPENSES		3.10 HR		\$315.96	\$61.51	\$136.45	\$13.90	\$63.32	\$591.14
NET OPERATING PROFIT									(\$149.89)
INTEREST ON OPERATING CAPITAL		(\$108.06 @ 5.75%)							\$6.21
INTEREST ON EQUIPMENT INVESTMENT									\$28.18
RETURN TO LAND AND RISK									(\$184.28)

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

BUDGET SUMMARY

GROSS RETURN		\$441.25	
VARIABLE OPERATING EXPENSES	\$466.31		
RETURN OVER VARIABLE EXPENSES		(\$25.06)	(GROSS MARGIN)
FIXED EXPENSES	\$63.32		
NET FARM INCOME		(\$88.38)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$61.51		
NET OPERATING PROFIT		(\$149.89)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$34.39		
RETURN TO LAND AND RISK		(\$184.28)	

TABLE 9. Peanuts, sprinkler-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Actual 2018
 Planting Dates: May 10 - June 10
 Harvest Dates: October 10 - November 10

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
PEANUTS	\$0.30	3,000.00 LBS	\$900.00
TOTAL			\$900.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.24	100 LB	\$124.00		\$124.00
NITROGEN (N)	\$0.42	60 LB	\$25.20		\$25.20
PHOSPHATE (P205)	\$0.49	80 LB	\$39.20		\$39.20
HERBICIDE	\$16.96	1 X/ACRE	\$16.96		\$16.96
INSECTICIDE (CUSTOM)	\$20.01	1 X/ACRE	\$20.01		\$20.01
FUNGICIDE	\$37.67	1 X/ACRE	\$37.67		\$37.67
TRACE ELEMENTS	\$11.89	1 X/ACRE	\$11.89		\$11.89
PUMP WATER*		22 AC. IN.			
SUBTOTAL			\$274.93		\$274.93

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$4.42	\$1.31	\$3.95	\$10.88
FLOW	185 HP	0.48 HR		\$4.10	\$15.17	\$5.08	\$14.83	\$39.17
DISC	185 HP	0.14 HR		\$1.20	\$4.42	\$1.31	\$3.95	\$10.88
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.16	\$0.20	\$0.95	\$2.74
SPRAY & DISC	185 HP	0.17 HR		\$1.45	\$5.37	\$1.70	\$5.96	\$14.49
PRE-IRRIGATE		0.10 HR		\$0.75	\$8.98	\$0.00	\$1.03	\$10.76
LISTE R	126 HP	0.12 HR		\$1.03	\$2.79	\$0.80	\$4.08	\$8.69
PLANTER	126 HP	0.17 HR		\$1.45	\$5.37	\$1.30	\$9.29	\$17.42
APPLY FUNGICIDE (CUSTOM)			\$27.00					\$27.00
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$6.05	\$1.84	\$7.04	\$17.15
HAND HOE (CUSTOM)			\$12.00					\$12.00
IRRIGATE (10X)		1.00 HR		\$7.50	\$89.84	\$0.00	\$10.31	\$107.65
SUBTOTAL		2.63 HR	\$39.00	\$21.33	\$143.58	\$13.52	\$61.39	\$278.82

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DIG AND INVERT	185 HP	0.24 HR		\$2.05	\$7.58	\$1.35	\$7.14	\$18.13
COMBINE PEANUTS	185 HP	0.80 HR		\$6.84	\$25.28	\$5.42	\$83.65	\$121.19
HAUL	126 HP	0.80 HR		\$6.84	\$18.61	\$3.28	\$23.05	\$51.78
SUBTOTAL		1.84 HR	\$0.00	\$15.73	\$51.47	\$10.05	\$113.84	\$191.09

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.61 HR		\$5.22				\$5.22
EMPLOYEE BENEFITS			\$6.67				\$6.67
INSURANCE		\$0.74					\$0.74
LAND TAXES						\$0.60	\$0.60
SUPERVISION AND MANAGEMENT			\$64.85				\$64.85
OTHER EXPENSES		\$139.87					\$139.87
SUBTOTAL	0.61 HR	\$140.61	\$76.74			\$0.60	\$217.95

TOTAL OPERATING EXPENSES 5.08 HR \$454.54 \$113.80 \$195.04 \$23.57 \$175.83 \$962.79

NET OPERATING PROFIT (\$62.79)

INTEREST ON OPERATING CAPITAL (\$181.86 @ 5.75%) \$10.46
 INTEREST ON EQUIPMENT INVESTMENT \$77.89

RETURN TO LAND AND RISK (\$151.14)

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

BUDGET SUMMARY

GROSS RETURN	\$900.00	
VARIABLE OPERATING EXPENSES	\$673.16	
RETURN OVER VARIABLE EXPENSES	\$226.84	(GROSS MARGIN)
FIXED EXPENSES	\$175.83	
NET FARM INCOME	\$51.01	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$113.80	
NET OPERATING PROFIT	(\$62.79)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$88.35	
RETURN TO LAND AND RISK	(\$151.14)	

TABLE 10. Summary of per acre costs and returns for a 320 acre farm with above average management, Roosevelt County, Actual 2018

	WHEAT	CORN	GRAIN SORGHUM	PEANUTS
	BU	CWT	CWT	LBS
PRIMARY YIELD	75.00	135.00	65.00	3,000.00
PRIMARY PRICE	\$4.75	\$7.95	\$6.65	\$0.30
GOVERNMENT PAYMENTS	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME	\$40.00	\$15.00	\$9.00	\$0.00
GROSS RETURN	\$396.25	\$1,087.77	\$441.25	\$900.00
CASH OPERATING EXPENSES				
SEED	\$22.20	\$87.15	\$13.50	\$124.00
FERTILIZER	\$70.00	\$92.40	\$82.60	\$64.40
CHEMICALS	\$20.01	\$56.97	\$36.97	\$74.64
CROP INSURANCE	\$0.61	\$0.95	\$0.95	
OTHER PURCHASED INPUTS				\$11.89
CANAL WATER				
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$14.20	\$46.62	\$46.62	\$96.22
FUEL-IRRIGATION	\$80.85	\$134.75	\$89.84	\$98.82
REPAIRS	\$3.71	\$13.90	\$13.90	\$23.57
CUSTOM CHARGES	\$37.45	\$71.55	\$41.63	\$39.00
LAND TAXES	\$0.60	\$0.60	\$0.60	\$0.60
OTHER EXPENSES	\$140.05	\$140.34	\$140.31	\$140.61
TOTAL CASH EXPENSES	\$389.68	\$645.24	\$466.91	\$673.76
RETURN OVER CASH EXPENSES	\$6.57	\$442.53	(\$25.66)	\$226.24
FIXED EXPENSES	\$27.02	\$67.88	\$62.72	\$175.23
TOTAL EXPENSES	\$416.70	\$713.11	\$529.63	\$848.99
NET FARM INCOME	(\$20.45)	\$374.66	(\$88.38)	\$51.01
LABOR AND MANAGEMENT COSTS	\$39.84	\$106.68	\$61.51	\$113.80
NET OPERATING PROFIT	(\$60.28)	\$267.98	(\$149.89)	(\$62.79)
CAPITAL COSTS				
INTEREST ON OPERATING CAPITAL	\$4.84	\$9.98	\$6.21	\$10.46
INTEREST ON EQUIPMENT INVESTMENT	\$12.08	\$30.63	\$28.18	\$77.89
TOTAL CAPITAL COSTS	\$16.92	\$40.61	\$34.39	\$88.35
RETURN TO LAND AND RISK	(\$77.20)	\$227.37	(\$184.28)	(\$151.14)
Flex Computation	-38.11	325.88	-93.38	

TABLE 11. Whole farm summary, Portales Valley, Roosevelt County,
Actual 2018

GROSS RETURNS		
WHEAT	81.60 ACRES	
CROP		\$29,070
GRAZING		\$3,264
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
CORN FOR GRAIN	52.70 ACRES	
CROP		\$56,535
GRAZING		\$791
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
GRAIN SORGHUM	52.70 ACRES	
CROP		\$22,780
GRAZING		\$474
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
PEANUTS	63.00 ACRES	
CROP		\$56,700
GROSS RETURN		<u>\$169,613</u>
CASH OPERATING EXPENSES		
SEED		\$14,928
FERTILIZER		\$18,992
CHEMICALS		\$11,285
CROP INSURANCE		\$150
OTHER PURCHASED INPUTS		\$749
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$12,134
FUEL-IRRIGATION		\$24,659
REPAIRS		\$3,253
CUSTOM CHARGES		\$11,478
LAND TAXES		\$150
OTHER EXPENSES		\$35,077
TOTAL CASH EXPENSES		<u>\$132,855</u>
RETURN OVER CASH EXPENSES		\$36,758
FIXED EXPENSES		\$20,127
TOTAL EXPENSES		\$152,981
NET FARM INCOME		\$16,632
LABOR AND MANAGEMENT COSTS		\$19,284
NET OPERATING PROFIT		(\$2,652)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$1,907
INTEREST ON EQUIPMENT INVESTMENT		\$8,992
TOTAL CAPITAL COSTS		<u>\$10,899</u>
RETURN TO LAND AND RISK		<u>(\$13,551)</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$500 /ACRE	(\$18,351)	-0.85%
\$750 /ACRE	(\$20,751)	-0.67%
\$1,000 /ACRE	(\$23,151)	-0.56%
\$1,250 /ACRE	(\$25,551)	-0.48%
\$1,500 /ACRE	(\$27,951)	-0.42%
\$1,750 /ACRE	(\$30,351)	-0.37%
\$2,000 /ACRE	(\$32,751)	-0.33%

* 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)