

TABLE 1. Acreage Summary, Dona Ana & Sierra Counties,  
Projected 2021

BUDGET AREA..... DONA ANA AND SIERRA COUNTIES				
FARM SIZE..... 500 ACRES				
IRRIGATION TYPE..... FLOOD				
NUMBER OF CROPS... 12				
PROGRAM PAYMENT PLC PAYMENT ACREAGE SUMMARY:	0	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 2021

Item			
Labor Wage Rate:			
Equipment operators		\$/hour	\$9.45
General & Irrigators		\$/hour	\$9.45
Purchased Inputs:			
Nitrogen (N)		\$/pound	\$0.35
Phosphate (P205)		\$/pound	\$0.75
Canal water		\$/acre	\$85.00
Additional Water (over 2 acft)		\$/ac ft	\$16.00
Baling Wire		\$/lb	\$1.32
Energy:			
Butane		\$/MCF	\$2.45
Diesel fuel		\$/gallon	\$2.59
Gasoline		\$/gallon	\$2.41
Electricity (El Paso Elec)		cents/KwHr	6.00
Natural gas (Rio Grande)		\$/MCF	\$4.00
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	4.25%
Land Interest Rate		percent	5.25%
Equipment Interest Rate		percent	3.50%
Real Interest Rate		percent	5.25%
Land Taxes		\$900.00 /acre (full value)	\$9.44
Personal Property Tax Rate	- NR	\$/1,000 (Assessed Value)	\$31.48
	- R		\$28.06
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 2021

Item			
Electricity (Domestic & Shop)		\$307.20 per month	\$3,686
Telephone		\$224.00 per month	\$2,688
Accounting & Legal			\$3,386
Misc. Supplies & Hand Tools			\$4,326
Pickup and Auto			
miles	25,600	@ \$0.500 per mile	\$12,800
Insurance			
- general liability (non-employee)			\$1,907
- fire/theft			\$2,874
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$0
Fixed Costs - Pump			\$3,915
Building repairs and maintenance			\$1,446
Dues, fees, publications			\$435
Farmstead Equipment			\$186
Total			\$37,649
Total Per Planted Acre			\$85.30

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 2021  
 Planting Dates: August 1 - October 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
<b>PURCHASED INPUTS</b>								
SEED	\$3.05	25.00 LBS	\$76.25					\$76.25
PROGRAM PAYMENT	\$0.75	90.00 LBS	\$67.50					\$67.50
PLC PAYMENT	\$0.00	1.00 X/ACRE	\$0.00					\$0.00
PUMP WATER*		6 AC. IN.						
CANAL WATER		6.00 AC. IN.						
SUBTOTAL			\$143.75					\$143.75
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.32	\$3.76	\$1.31	\$2.31	\$8.70
CHISEL	185 HP	0.20 HR		\$1.89	\$5.37	\$1.53	\$3.47	\$12.26
PLOW	185 HP	0.38 HR		\$3.59	\$10.19	\$4.54	\$7.50	\$25.83
DISC (2X)	185 HP	0.28 HR		\$2.65	\$7.51	\$2.61	\$4.62	\$17.40
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$4.56	\$1.77	\$3.48	\$11.42
BORDER DISC	40 HP	0.05 HR		\$0.47	\$0.45	\$0.10	\$1.94	\$2.96
DRILL	140 HP	0.21 HR		\$1.98	\$3.96	\$1.12	\$10.06	\$17.11
IRRIGATE (2X)		1.50 HR		\$14.18	\$4.63	\$0.00	\$8.19	\$26.99
SUBTOTAL		2.98 HR	\$73.33	\$28.16	\$41.36	\$13.19	\$42.04	\$198.08
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		1.17 HR		\$11.08				\$11.08
EMPLOYEE BENEFITS				\$5.07				\$5.07
INSURANCE			\$0.56					\$0.56
SUPERVISION AND MANAGEMENT				\$26.17				\$26.17
SUBTOTAL		1.17 HR	\$0.56	\$42.32				\$42.88
<b>TOTAL OPERATING EXPENSES</b>		4.15 HR	\$217.64	\$70.48	\$41.36	\$13.19	\$42.04	\$384.71

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 2021  
Harvest Dates: June 1 - October 1

ITEM	PRICE	YIELD						TOTAL	
<b>GROSS RETURNS</b>									
ALFALFA HAY	\$185.00	7.00 TONS (STACKED)						\$1,295.00	
<b>TOTAL</b>								<b>\$1,295.00</b>	
PROGRAM PAYMENT PLC PAYMENT	PROGRAM PAYMENT 0	PROGRAM PAYMENT	PROGRAM PAYMENT	PROGRAM PAYMENT	PROGRAM PAYMENT	PROGRAM PAYMENT	PROGRAM PAYMENT		
<b>PURCHASED INPUTS</b>									
	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
NITROGEN (N)	\$0.35	35 LBS	\$12.25						\$12.25
PHOSPHATE (P2O5)	\$0.75	90 LBS	\$67.50						\$67.50
INSECTICIDE (CUSTOM)	\$14.40	1 X/ACRE	\$14.40						\$14.40
WIRE	\$1.32	60 LBS	\$79.19						\$79.19
ESTABLISHMENT: Principal		4 YEARS						\$96.18	\$96.18
: Interest								\$9.29	\$9.29
PUMP WATER*		0 AC. IN.							
CANAL WATER		60 AC. IN.	\$133.00						\$133.00
<b>SUBTOTAL</b>			<b>\$306.34</b>					<b>\$105.47</b>	<b>\$411.81</b>
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
SPRAYER	140 HP	0.11 HR		\$1.04	\$2.07	\$0.59	\$1.45	\$5.15	
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09	
IRRIGATE (10X)		5.00 HR		\$47.25	\$0.00	\$0.00	\$0.00	\$47.25	
<b>SUBTOTAL</b>		<b>5.16 HR</b>		<b>\$48.76</b>	<b>\$3.01</b>	<b>\$0.80</b>	<b>\$1.91</b>	<b>\$54.48</b>	
<b>HARVEST OPERATIONS</b>									
SWATHER (5X)	14 FT	0.55 HR		\$5.20	\$5.33	\$0.76	\$23.75	\$35.04	
BALER, PTO (5X)	140 HP	1.05 HR		\$9.92	\$19.78	\$4.65	\$12.32	\$46.67	
BALELOADER (CUSTOM)	0			\$53.20				\$53.20	
<b>SUBTOTAL</b>		<b>1.60 HR</b>		<b>\$53.20</b>	<b>\$15.12</b>	<b>\$25.11</b>	<b>\$5.41</b>	<b>\$36.07</b>	<b>\$134.91</b>
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.43 HR		\$4.04				\$4.04	
EMPLOYEE BENEFITS				\$11.50				\$11.50	
INSURANCE				\$1.28				\$1.28	
LAND TAXES							\$9.44	\$9.44	
SUPERVISION AND MANAGEMENT				\$96.53				\$96.53	
OTHER EXPENSES				\$85.30				\$85.30	
<b>SUBTOTAL</b>		<b>0.43 HR</b>		<b>\$86.58</b>	<b>\$112.07</b>		<b>\$9.44</b>	<b>\$208.09</b>	
<b>TOTAL OPERATING EXPENSES</b>		<b>7.03 HR</b>		<b>\$446.12</b>	<b>\$175.95</b>	<b>\$28.12</b>	<b>\$6.21</b>	<b>\$152.89</b>	<b>\$809.29</b>
<b>NET OPERATING PROFIT</b>								<b>\$485.71</b>	
INTEREST ON OPERATING CAPITAL		( \$156.67 @	4.25%	)				\$6.66	
INTEREST ON EQUIPMENT INVESTMENT								\$11.18	
<b>RETURN TO LAND AND RISK</b>								<b>\$467.87</b>	

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

BUDGET SUMMARY

GROSS RETURN		\$1,295.00	
VARIABLE OPERATING EXPENSES	\$480.45		
RETURN OVER VARIABLE EXPENSES	\$814.55	(GROSS MARGIN)	
FIXED EXPENSES	\$152.89		
NET FARM INCOME	\$661.66	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$175.95		
NET OPERATING PROFIT	\$485.71	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$17.84		
RETURN TO LAND AND RISK	\$467.87		

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 2021  
 Planting Dates: April 15 - April 30  
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD	TOTAL
<b>GROSS RETURNS</b>			
LINT	\$1.10	750.00 LBS	\$825.00
SEED	\$0.08	1,200.00 LBS	\$100.80
PROGRAM PAYMENT	\$0.00	750.00 LBS	\$0.00
PLC PAYMENT	0		
<b>TOTAL</b>			<b>\$925.80</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$7.00	25 LBS	\$175.00		\$175.00
NITROGEN (N)	\$0.35	120 LBS	\$42.00		\$42.00
PHOSPHATE (P2O5)	\$0.75	50 LBS	\$37.50		\$37.50
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.	\$97.00		\$97.00
<b>SUBTOTAL</b>			<b>\$387.81</b>		<b>\$387.81</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$3.76	\$1.31	\$2.31	\$8.70
CHISEL	140 HP	0.20 HR		\$1.89	\$5.37	\$1.53	\$3.47	\$12.26
PLOW	140 HP	0.38 HR		\$3.59	\$10.19	\$4.54	\$7.50	\$25.83
DISC	140 HP	0.14 HR		\$1.32	\$3.76	\$1.31	\$2.31	\$8.70
DISC & SPRAY	140 HP	0.15 HR		\$1.42	\$4.02	\$1.56	\$3.07	\$10.07
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09
LISTER	140 HP	0.18 HR		\$1.70	\$4.83	\$1.37	\$3.27	\$11.17
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.00	\$7.09
HARROW	40 HP	0.32 HR		\$3.02	\$2.88	\$0.33	\$0.40	\$6.64
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$1.89	\$0.73	\$0.51	\$5.12
PLANTER	140 HP	0.26 HR		\$2.46	\$4.90	\$1.54	\$6.30	\$15.19
HARROW	40 HP	0.32 HR		\$3.02	\$2.88	\$0.33	\$0.40	\$6.64
ROLLING CULT (3X)	140 HP	0.63 HR		\$5.95	\$11.87	\$4.26	\$6.72	\$28.79
ROTO BUCK (2X)	40 HP	0.03 HR		\$0.28	\$0.27	\$0.03	\$0.21	\$0.79
ROPEWICK	40 HP	0.10 HR		\$0.95	\$0.90	\$0.10	\$0.23	\$2.18
IRRIGATE (4X)		2.00 HR		\$18.90	\$0.00	\$0.00	\$0.00	\$18.90
<b>SUBTOTAL</b>		<b>5.86 HR</b>		<b>\$55.38</b>	<b>\$58.46</b>	<b>\$19.14</b>	<b>\$37.17</b>	<b>\$170.15</b>

HARVEST OPERATIONS								
COTTON PICKER (2X)	2-ROW	1.24 HR		\$11.72	\$19.42	\$7.49	\$32.70	\$71.33
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$9.45	\$0.00	\$0.89	\$31.42	\$41.76
GIN COTTON (CUSTOM)			\$116.03					\$116.03
<b>SUBTOTAL</b>		<b>2.24 HR</b>	<b>\$116.03</b>	<b>\$21.17</b>	<b>\$19.42</b>	<b>\$8.38</b>	<b>\$64.12</b>	<b>\$229.11</b>

POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		\$2.74	\$2.61	\$0.35	\$1.07	\$6.77

OVERHEAD EXPENSES								
DOWNTIME		1.41 HR		\$13.32				\$13.32
EMPLOYEE BENEFITS				\$9.97				\$9.97
INSURANCE			\$1.59					\$1.59
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$70.38				\$70.38
OTHER EXPENSES			\$85.30					\$85.30
<b>SUBTOTAL</b>		<b>1.41 HR</b>	<b>\$86.88</b>	<b>\$93.67</b>		<b>\$9.44</b>		<b>\$190.00</b>

<b>TOTAL OPERATING EXPENSES</b>	<b>9.80 HR</b>	<b>\$590.72</b>	<b>\$172.95</b>	<b>\$80.50</b>	<b>\$27.87</b>	<b>\$111.80</b>	<b>\$983.84</b>
---------------------------------	----------------	-----------------	-----------------	----------------	----------------	-----------------	-----------------

<b>NET OPERATING PROFIT</b>							<b>-\$58.04</b>
-----------------------------	--	--	--	--	--	--	-----------------

INTEREST ON OPERATING CAPITAL	(	\$286.46	@	4.25%	)		\$12.17
INTEREST ON EQUIPMENT INVESTMENT							\$22.05

<b>RETURN TO LAND AND RISK</b>							<b>(\$92.27)</b>
--------------------------------	--	--	--	--	--	--	------------------

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

**BUDGET SUMMARY**

GROSS RETURN		\$925.80		
VARIABLE OPERATING EXPENSES	\$699.09			
RETURN OVER VARIABLE EXPENSES		\$226.71	(GROSS MARGIN)	
FIXED EXPENSES	\$111.80			
NET FARM INCOME		\$114.91	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$172.95			
NET OPERATING PROFIT		(\$58.04)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$34.23			
RETURN TO LAND AND RISK		(\$92.27)		

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 2021  
 Planting Dates: April 15 - April 30  
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD	BASE	TOTAL
<b>GROSS RETURNS</b>				
LINT	\$0.73	1,000 LBS		\$730.00
SEED	\$0.08	1,600 LBS		\$134.40
PROGRAM PAYMENT	\$0.0000	1,000 LBS	0.85	\$0.00
PLC PAYMENT	\$0.0000	1,230 LBS	0.85	\$0.00
<b>TOTAL</b>				<b>\$864.40</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$8.10	25 LBS	\$202.50		\$202.50
NITROGEN (N)	\$0.35	120 LBS	\$42.00		\$42.00
PHOSPHATE (P2O5)	\$0.75	50 LBS	\$37.50		\$37.50
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.	\$97.00		\$97.00
<b>SUBTOTAL</b>			<b>\$477.42</b>		<b>\$477.42</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$3.76	\$1.31	\$2.31	\$8.70
CHISEL	140 HP	0.20 HR		\$1.89	\$5.37	\$1.53	\$3.47	\$12.26
PLOW	140 HP	0.38 HR		\$3.59	\$10.19	\$4.54	\$7.50	\$25.83
DISC	140 HP	0.14 HR		\$1.32	\$3.76	\$1.31	\$2.31	\$8.70
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$4.56	\$1.77	\$3.48	\$11.42
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09
LISTER	140 HP	0.18 HR		\$1.70	\$4.83	\$1.37	\$3.27	\$11.17
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.00	\$7.09
HARROW	40 HP	0.32 HR		\$3.02	\$2.88	\$0.33	\$0.40	\$6.64
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$1.89	\$0.73	\$0.51	\$5.12
PLANTER	140 HP	0.26 HR		\$2.46	\$4.90	\$1.54	\$6.30	\$15.19
HARROW	40 HP	0.32 HR		\$3.02	\$2.88	\$0.33	\$0.40	\$6.64
ROLLING CULT (3X)	140 HP	0.63 HR		\$5.95	\$11.87	\$4.26	\$6.72	\$28.79
ROTO BUCK (2X)	40 HP	0.03 HR		\$0.28	\$0.27	\$0.03	\$0.21	\$0.79
ROPEWICK	40 HP	0.10 HR		\$0.95	\$0.90	\$0.10	\$0.23	\$2.18
IRRIGATE (4X)		2.00 HR		\$18.90	\$0.00	\$0.00	\$0.00	\$18.90
<b>SUBTOTAL</b>		<b>5.88 HR</b>		<b>\$55.57</b>	<b>\$59.00</b>	<b>\$19.35</b>	<b>\$37.58</b>	<b>\$171.49</b>

HARVEST OPERATIONS								
COTTON PICKER (2X)	2-ROW	1.24 HR		\$11.72	\$19.42	\$7.49	\$32.70	\$71.33
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$9.45	\$0.00	\$0.89	\$31.42	\$41.76
GIN COTTON (CUSTOM)			\$128.30					\$128.30
<b>SUBTOTAL</b>		<b>2.24 HR</b>	<b>\$128.30</b>	<b>\$21.17</b>	<b>\$19.42</b>	<b>\$8.38</b>	<b>\$64.12</b>	<b>\$241.39</b>

POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		\$2.74	\$2.61	\$0.35	\$1.07	\$6.77

OVERHEAD EXPENSES								
DOWNTIME		1.42 HR		\$13.37				\$13.37
EMPLOYEE BENEFITS				\$14.31				\$14.31
INSURANCE			\$1.59					\$1.59
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$66.09				\$66.09
OTHER EXPENSES			\$85.30					\$85.30
<b>SUBTOTAL</b>		<b>1.42 HR</b>	<b>\$86.89</b>	<b>\$93.77</b>		<b>\$9.44</b>		<b>\$190.10</b>

TOTAL OPERATING EXPENSES 9.83 HR \$692.61 \$173.24 \$81.04 \$28.07 \$112.21 \$1,087.17

NET OPERATING PROFIT -\$222.77

INTEREST ON OPERATING CAPITAL ( \$272.05 @ 4.25% ) \$11.56  
 INTEREST ON EQUIPMENT INVESTMENT \$22.15

**RETURN TO LAND AND RISK (\$256.49)**

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

GROSS RETURN		\$864.40		
VARIABLE OPERATING EXPENSES	\$801.72			
RETURN OVER VARIABLE EXPENSES		\$62.68	(GROSS MARGIN)	
FIXED EXPENSES	\$112.21			
NET FARM INCOME		(\$49.53)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$173.24			
NET OPERATING PROFIT		(\$222.77)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$33.72			
<b>RETURN TO LAND AND RISK</b>		<b>(\$256.49)</b>		

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 2021  
 Planting Dates: July 1 - July 15  
 Harvest Dates: September 1 - October 30

ITEM	PRICE	YIELD						TOTAL	
<b>GROSS RETURNS</b>									
GRAIN SORGHUM	\$6.33	40.00 CWT						\$253.00	
PROGRAM PAYMENT	\$0.00	40.00 CWT						\$0.00	
PLC PAYMENT	\$0.00	0.00 CWT						\$0.00	
<b>TOTAL</b>								<b>\$253.00</b>	
<b>PURCHASED INPUTS</b>									
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$2.05	10 LBS	\$20.50					\$20.50	
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.	\$85.00					\$85.00	
CROP INSURANCE	\$2.94		\$2.94					\$2.94	
<b>SUBTOTAL</b>			<b>\$164.04</b>					<b>\$164.04</b>	
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$1.32	\$2.64	\$1.12	\$1.59	\$6.67	
CHISEL	140 HP	0.20 HR		\$1.89	\$3.77	\$1.26	\$2.45	\$9.37	
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.20	\$1.54	\$2.61	\$8.96	
LISTER	140 HP	0.18 HR		\$1.70	\$3.39	\$1.13	\$2.35	\$8.56	
PLANTER	140 HP	0.26 HR		\$2.46	\$4.90	\$1.54	\$6.30	\$15.19	
ROTO BUCK (3X)	40 HP	0.05 HR		\$0.43	\$0.41	\$0.05	\$0.31	\$1.19	
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$3.79	\$1.47	\$1.03	\$10.25	
IRRIGATE (4X)		2.00 HR		\$18.90	\$0.00	\$0.00	\$0.00	\$18.90	
<b>SUBTOTAL</b>		<b>3.42 HR</b>		<b>\$32.27</b>	<b>\$22.08</b>	<b>\$8.10</b>	<b>\$16.64</b>	<b>\$79.10</b>	
<b>HARVEST OPERATIONS</b>									
COMBINE (CUSTOM)				\$9.60				\$9.60	
HAUL (CUSTOM)				\$7.20				\$7.20	
<b>SUBTOTAL</b>		<b>0.00 HR</b>		<b>\$16.80</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$16.80</b>	
<b>POSTHARVEST OPERATIONS</b>									
SHREDDER	40 HP	0.29 HR		\$2.74	\$2.61	\$0.35	\$1.07	\$6.77	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.43 HR		\$4.03				\$4.03	
EMPLOYEE BENEFITS				\$6.30				\$6.30	
INSURANCE			\$0.70					\$0.70	
LAND TAXES							\$9.44	\$9.44	
SUPERVISION AND MANAGEMENT				\$19.87				\$19.87	
OTHER EXPENSES			\$85.30					\$85.30	
<b>SUBTOTAL</b>		<b>0.43 HR</b>		<b>\$86.00</b>	<b>\$30.20</b>			<b>\$9.44</b>	<b>\$125.65</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>4.13 HR</b>		<b>\$266.84</b>	<b>\$65.21</b>	<b>\$24.70</b>	<b>\$8.45</b>	<b>\$27.15</b>	<b>\$392.36</b>
<b>NET OPERATING PROFIT</b>								<b>(\$139.36)</b>	
INTEREST ON OPERATING CAPITAL		( \$91.71 @	4.25%	)				\$3.90	
INTEREST ON EQUIPMENT INVESTMENT								\$5.13	
<b>RETURN TO LAND AND RISK</b>								<b>(\$148.39)</b>	

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

**BUDGET SUMMARY**

GROSS RETURN		\$253.00	
VARIABLE OPERATING EXPENSES	\$299.99		
RETURN OVER VARIABLE EXPENSES		(\$46.99)	(GROSS MARGIN)
FIXED EXPENSES	\$27.15		
NET FARM INCOME		(\$74.15)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$65.21		
NET OPERATING PROFIT		(\$139.36)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$9.02		
RETURN TO LAND AND RISK		(\$148.39)	

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 2021  
 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
<b>TOTAL</b>								<b>\$2,949.75</b>
<b>PURCHASED INPUTS</b>								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$1.98	4 LBS	\$7.92					\$7.92
NITROGEN (N)	\$0.35	250 LBS	\$87.50					\$87.50
PHOSPHATE (P205)	\$0.75	175 LBS	\$131.25					\$131.25
INSECTICIDE	\$37.03	3 X/ACRE	\$111.09					\$111.09
PUMP WATER*		16 AC. IN.						
CANAL WATER		14 AC. IN.	\$85.00					\$85.00
<b>SUBTOTAL</b>			<b>\$422.76</b>					<b>\$422.76</b>
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$2.64	\$1.12	\$1.59	\$6.67
CHISEL	140 HP	0.20 HR		\$1.89	\$3.77	\$1.26	\$2.45	\$9.37
PLOW	140 HP	0.38 HR		\$3.59	\$7.16	\$4.03	\$5.56	\$20.33
DISC (2X)	140 HP	0.28 HR		\$2.65	\$5.27	\$2.24	\$3.19	\$13.35
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09
DISC	140 HP	0.14 HR		\$1.32	\$2.64	\$1.12	\$1.59	\$6.67
LISTER	140 HP	0.18 HR		\$1.70	\$3.39	\$1.13	\$2.35	\$8.56
PRE-IRRIGATE		0.75 HR		\$7.09	\$1.37	\$0.00	\$2.43	\$10.88
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$1.89	\$0.73	\$0.51	\$5.12
VEG-PLANT SHAPER	140 HP	0.26 HR		\$2.46	\$4.90	\$1.30	\$4.50	\$13.15
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$6.24	\$12.43	\$4.66	\$7.60	\$30.93
ROLLING CULT (3X)	40 HP	0.21 HR		\$1.98	\$1.89	\$0.73	\$0.51	\$5.12
THIN & HOE (CUSTOM)			\$120.00					\$120.00
DUSTER (CUSTOM)			\$5.00					\$5.00
ROTO BUCK (8X)	40 HP	0.12 HR		\$1.13	\$1.08	\$0.13	\$0.83	\$3.17
IRRIGATE (8X)		4.00 HR		\$37.80	\$10.97	\$0.00	\$19.41	\$68.18
<b>SUBTOTAL</b>		<b>7.58 HR</b>	<b>\$198.33</b>	<b>\$71.63</b>	<b>\$60.34</b>	<b>\$18.66</b>	<b>\$52.98</b>	<b>\$401.94</b>
<b>HARVEST OPERATIONS</b>								
HARVEST (CUSTOM)			\$878.75					\$878.75
CARTONS (CUSTOM)			\$403.75					\$403.75
HAUL (CUSTOM)			\$142.50					\$142.50
BROKERAGE (CUSTOM)			\$272.85					\$272.85
<b>SUBTOTAL</b>		<b>0.00 HR</b>	<b>\$1,697.85</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$1,697.85</b>
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.71 HR		\$6.69				\$6.69
EMPLOYEE BENEFITS				\$12.89				\$12.89
INSURANCE			\$1.43					\$1.43
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$110.65				\$110.65
OTHER EXPENSES			\$85.30					\$85.30
<b>SUBTOTAL</b>		<b>0.71 HR</b>	<b>\$86.73</b>	<b>\$130.23</b>			<b>\$9.44</b>	<b>\$226.41</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>8.29 HR</b>	<b>\$2,405.67</b>	<b>\$201.86</b>	<b>\$60.34</b>	<b>\$18.66</b>	<b>\$62.43</b>	<b>\$2,748.96</b>
<b>NET OPERATING PROFIT</b>								<b>\$200.79</b>
INTEREST ON OPERATING CAPITAL		( \$422.20 @	4.25%	)				\$17.94
INTEREST ON EQUIPMENT INVESTMENT								\$17.56
<b>RETURN TO LAND AND RISK</b>								<b>\$165.29</b>

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

**BUDGET SUMMARY**

GROSS RETURN		\$2,949.75	
VARIABLE OPERATING EXPENSES	\$2,484.67		
RETURN OVER VARIABLE EXPENSES	\$465.08	(GROSS MARGIN)	
FIXED EXPENSES	\$62.43		
NET FARM INCOME	\$402.65	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$201.86		
NET OPERATING PROFIT	\$200.79	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$35.50		
RETURN TO LAND AND RISK		\$165.29	

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 2021  
 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	\$1.98	4 LBS	\$7.92		\$7.92
NITROGEN (N)	\$0.35	250 LBS	\$87.50		\$87.50
PHOSPHATE (P205)	\$0.75	150 LBS	\$112.50		\$112.50
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			\$504.87		\$504.87

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$2.64	\$1.12	\$1.59	\$6.67
CHISEL	140 HP	0.20 HR		\$1.89	\$3.77	\$1.26	\$2.45	\$9.37
PLOW	140 HP	0.38 HR		\$3.59	\$7.16	\$4.03	\$5.56	\$20.33
DISC (2X)	140 HP	0.28 HR		\$2.65	\$5.27	\$2.24	\$3.19	\$13.35
LASER PLANE (CUSTOM)			\$72.50					\$72.50
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.20	\$1.54	\$2.61	\$8.96
LISTER	140 HP	0.18 HR		\$1.70	\$3.39	\$1.13	\$2.35	\$8.56
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.00	\$7.09
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$1.89	\$0.73	\$0.51	\$5.12
VEG-PLANT SHAPER	140 HP	0.26 HR		\$2.46	\$4.90	\$1.30	\$4.50	\$13.15
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$6.24	\$12.43	\$4.66	\$7.60	\$30.93
ROLLING CULT (3X)	40 HP	0.63 HR		\$5.95	\$5.68	\$2.20	\$1.54	\$15.37
THIN & HOE (CUSTOM)			\$160.00					\$160.00
DUSTER (CUSTOM)			\$15.00					\$15.00
ROTO BUCK (8X)	40 HP	0.12 HR		\$1.13	\$1.08	\$0.13	\$0.83	\$3.17
IRRIGATE (8X)		4.00 HR		\$37.80	\$0.00	\$0.00	\$0.00	\$37.80
SUBTOTAL		8.03 HR	\$247.50	\$75.88	\$52.35	\$20.55	\$33.19	\$429.47

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	\$7.75	\$7.75
EMPLOYEE BENEFITS			\$13.66	\$13.66
INSURANCE			\$1.52	\$1.52
LAND TAXES				\$9.44
SUPERVISION AND MANAGEMENT			\$71.77	\$71.77
OTHER EXPENSES			\$85.30	\$85.30
SUBTOTAL		0.82 HR	\$86.82	\$93.18

TOTAL OPERATING EXPENSES		8.85 HR	\$2,613.91	\$169.06	\$52.35	\$20.55	\$42.63	\$2,898.49
NET OPERATING PROFIT								\$71.51
INTEREST ON OPERATING CAPITAL	(	\$480.42	@	4.25%	)			\$20.42
INTEREST ON EQUIPMENT INVESTMENT								\$9.76
RETURN TO LAND AND RISK								\$41.33

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

BUDGET SUMMARY

GROSS RETURN		\$2,970.00	
VARIABLE OPERATING EXPENSES	\$2,686.80		
RETURN OVER VARIABLE EXPENSES		\$283.20	(GROSS MARGIN)
FIXED EXPENSES	\$42.63		
NET FARM INCOME		\$240.57	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$169.06		
NET OPERATING PROFIT		\$71.51	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$30.17		
RETURN TO LAND AND RISK		\$41.33	



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 2021  
 Planting Dates: January 1 - January 15  
 Harvest Dates: July 1 - July 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN SILAGE	\$35.00	30.00 TONS	\$1,050.00
TOTAL			\$1,050.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$3.06	22 LBS	\$67.38		\$67.38
NITROGEN (N)	\$0.35	300 LBS	\$105.00		\$105.00
PHOSPHATE (P205)	\$0.75	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.	\$93.00		\$93.00
CROP INSURANCE	\$2.94		\$2.94		\$2.94
SUBTOTAL			\$298.32		\$298.32

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$2.64	\$1.12	\$1.59	\$6.67
CHISEL	140 HP	0.20 HR		\$1.89	\$3.77	\$1.26	\$2.45	\$9.37
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09
DISC	140 HP	0.17 HR		\$1.61	\$3.20	\$1.54	\$2.61	\$8.96
BORDER DISC	40 HP	0.05 HR		\$0.47	\$0.45	\$0.10	\$1.94	\$2.96
DRILL	140 HP	0.21 HR		\$1.98	\$3.96	\$1.12	\$10.06	\$17.11
IRRIGATE (4X)		2.00 HR		\$18.90	\$4.63	\$0.00	\$8.19	\$31.72
SUBTOTAL		2.82 HR		\$26.65	\$19.58	\$5.36	\$27.30	\$78.88

HARVEST OPERATIONS								
CUT AND HAUL (DAIRY OWNED)			\$10.00					\$10.00
SUBTOTAL			\$10.00					\$10.00

POSTHARVEST OPERATIONS

OVERHEAD EXPENSES

DOWNTIME		0.21 HR		\$1.94				\$1.94
EMPLOYEE BENEFITS				\$4.80				\$4.80
INSURANCE			\$0.53					\$0.53
LAND TAXES							\$9.44	\$9.44
SUPERVISION AND MANAGEMENT				\$75.91				\$75.91
OTHER EXPENSES			\$85.30					\$85.30
SUBTOTAL		0.21 HR	\$85.83	\$82.64			\$9.44	\$177.92

TOTAL OPERATING EXPENSES		3.03 HR	\$394.15	\$109.29	\$19.58	\$5.36	\$36.74	\$565.12
--------------------------	--	---------	----------	----------	---------	--------	---------	----------

NET OPERATING PROFIT								\$484.88
----------------------	--	--	--	--	--	--	--	----------

INTEREST ON OPERATING CAPITAL	(	\$156.23	@	4.25%	)			\$6.64
INTEREST ON EQUIPMENT INVESTMENT								\$8.24

RETURN TO LAND AND RISK								\$470.00
-------------------------	--	--	--	--	--	--	--	----------

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

BUDGET SUMMARY

GROSS RETURN		\$1,050.00		
VARIABLE OPERATING EXPENSES	\$419.08			
RETURN OVER VARIABLE EXPENSES		\$630.92	(GROSS MARGIN)	
FIXED EXPENSES	\$36.74			
NET FARM INCOME		\$594.17	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$109.29			
NET OPERATING PROFIT		\$484.88	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$14.88			
RETURN TO LAND AND RISK		\$470.00		

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 2021  
 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	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$100.00	6 LBS	\$600.00		\$600.00
NITROGEN (N)	\$0.35	600 LBS	\$210.00		\$210.00
PHOSPHATE (P2O5)	\$0.75	250 LBS	\$187.50		\$187.50
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.	\$119.67		\$119.67
SUBTOTAL			\$1,313.29		\$1,313.29

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$2.64	\$1.12	\$1.59	\$6.67
CHISEL	140 HP	0.20 HR		\$1.89	\$3.77	\$1.26	\$2.45	\$9.37
PLOW	140 HP	0.38 HR		\$3.59	\$7.16	\$4.03	\$5.56	\$20.33
DISC (2X)	140 HP	0.28 HR		\$2.65	\$5.27	\$2.24	\$3.19	\$13.35
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.20	\$1.54	\$2.61	\$8.96
LISTER	140 HP	0.18 HR		\$1.70	\$3.39	\$1.13	\$2.35	\$8.56
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.33	\$0.00	\$0.58	\$8.00
ROD WEEDER	40 HP	0.08 HR		\$0.76	\$0.72	\$0.14	\$1.58	\$3.20
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$1.89	\$0.73	\$0.51	\$5.12
VEG PLANT-SHAPER	140 HP	0.26 HR		\$2.46	\$4.90	\$1.30	\$4.50	\$13.15
CULT & SIDEDRESS (4X)	140 HP	1.32 HR		\$12.47	\$24.86	\$9.31	\$15.21	\$61.85
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$3.79	\$1.47	\$1.03	\$10.25
THIN & HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.28	\$1.22	\$0.14	\$0.94	\$3.57
IRRIGATE (13X)		6.50 HR		\$61.43	\$4.30	\$0.00	\$7.60	\$73.33
SUBTOTAL		11.08 HR	\$193.33	\$104.66	\$68.37	\$24.63	\$50.15	\$441.13

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ONION KNIVES	80 HP	0.27 HR		\$2.55	\$5.09	\$1.41	\$4.28	\$13.32
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	\$2.55	\$5.09	\$1.41	\$4.28	\$5,063.28

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	1.02 HR		\$9.67				\$9.67
EMPLOYEE BENEFITS			\$18.84				\$18.84
INSURANCE		\$2.09					\$2.09
LAND TAXES						\$9.44	\$9.44
SUPERVISION AND MANAGEMENT			\$214.43				\$214.43
OTHER EXPENSES		\$85.30					\$85.30
SUBTOTAL	1.02 HR	\$87.39	\$242.94			\$9.44	\$339.78

TOTAL OPERATING EXPENSES	12.37 HR	\$6,643.97	\$350.15	\$73.45	\$26.03	\$63.87	\$7,157.48
--------------------------	----------	------------	----------	---------	---------	---------	------------

NET OPERATING PROFIT							\$2,286.52
----------------------	--	--	--	--	--	--	------------

INTEREST ON OPERATING CAPITAL	( \$1,149.06 @ 4.25% )						\$48.83
INTEREST ON EQUIPMENT INVESTMENT							\$15.97

RETURN TO LAND AND RISK							\$2,221.71
-------------------------	--	--	--	--	--	--	------------

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

GROSS RETURN		\$9,444.00					
VARIABLE OPERATING EXPENSES	\$6,743.46						
RETURN OVER VARIABLE EXPENSES		\$2,700.54	(GROSS MARGIN)				
FIXED EXPENSES	\$63.87						
NET FARM INCOME		\$2,636.67	(RETURN TO CAPITAL, LABOR, LAND & RISK)				
LABOR AND MANAGEMENT COST	\$350.15						
NET OPERATING PROFIT		\$2,286.52	(RETURN TO CAPITAL, LAND & RISK)				
CAPITAL COSTS	\$64.80						
RETURN TO LAND AND RISK		\$2,221.71					

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 2021  
 Planting Dates: January 1 - January 31  
 Harvest Dates: July 1 - July 31

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

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$150.00	4 LBS	\$600.00		\$600.00
NITROGEN (N)	\$0.35	450 LBS	\$157.50		\$157.50
PHOSPHATE (P205)	\$0.75	180 LBS	\$135.00		\$135.00
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.	\$109.00		\$109.00
SUBTOTAL			\$1,142.08		\$1,142.08

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$2.64	\$1.12	\$1.59	\$6.67
CHISEL	140 HP	0.20 HR		\$1.89	\$3.77	\$1.26	\$2.45	\$9.37
PLOW	140 HP	0.38 HR		\$3.59	\$7.16	\$4.03	\$5.56	\$20.33
DISC (2X)	140 HP	0.28 HR		\$2.65	\$5.27	\$2.24	\$3.19	\$13.35
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.20	\$1.54	\$2.61	\$8.96
LISTER	140 HP	0.18 HR		\$1.70	\$3.39	\$1.13	\$2.35	\$8.56
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.39	\$0.00	\$0.68	\$8.16
ROD WEEDER	40 HP	0.08 HR		\$0.76	\$0.72	\$0.14	\$1.58	\$3.20
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$1.89	\$0.73	\$0.21	\$4.82
VEG PLANT-SHAPER	140 HP	0.26 HR		\$2.46	\$4.90	\$1.30	\$4.50	\$13.15
CULT & SIDEDRESS (3X)	140 HP	0.99 HR		\$9.36	\$18.65	\$6.98	\$11.40	\$46.39
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$3.79	\$1.47	\$1.03	\$10.25
HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.28	\$1.22	\$0.14	\$0.94	\$3.57
IRRIGATE (11X)		5.50 HR		\$51.98	\$4.24	\$0.00	\$7.51	\$63.72
SUBTOTAL		9.75 HR	\$193.33	\$92.09	\$62.15	\$22.30	\$46.04	\$415.91

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ONION KNIVES	140 HP	0.27 HR		\$2.55	\$5.09	\$1.41	\$4.28	\$13.32
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	\$2.55	\$5.09	\$1.41	\$4.28	\$2,876.40

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		0.40 HR		\$3.76				\$3.76
EMPLOYEE BENEFITS				\$17.04				\$17.04
INSURANCE			\$1.89					\$1.89
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$190.76				\$190.76
OTHER EXPENSES			\$85.30					\$85.30
SUBTOTAL		0.40 HR	\$87.19	\$211.56			\$9.44	\$308.19

TOTAL OPERATING EXPENSES		10.41 HR	\$4,285.68	\$306.20	\$67.24	\$23.71	\$59.77	\$4,742.59
NET OPERATING PROFIT								\$819.41
INTEREST ON OPERATING CAPITAL		( \$879.08 @ 4.25% )						\$37.36
INTEREST ON EQUIPMENT INVESTMENT								\$15.10
RETURN TO LAND AND RISK								\$766.95

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

GROSS RETURN		\$5,562.00						
VARIABLE OPERATING EXPENSES	\$4,376.63							
RETURN OVER VARIABLE EXPENSES		\$1,185.37	(GROSS MARGIN)					
FIXED EXPENSES	\$59.77							
NET FARM INCOME		\$1,125.61	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$306.20							
NET OPERATING PROFIT		\$819.41	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$52.46							
RETURN TO LAND AND RISK		\$766.95						

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 2021  
 Planting Dates: January 15 - February 15  
 Harvest Dates: August 1 - August 15

ITEM	PRICE	YIELD							TOTAL
<b>GROSS RETURNS</b>									
SWEET SPANISH	\$7.41	825.00	SACKS						\$6,113.25
<b>TOTAL</b>									<b>\$6,113.25</b>
<b>PURCHASED INPUTS</b>									
	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL	
SEED	\$179.00	4 LBS	\$716.00					\$716.00	
NITROGEN (N)	\$0.35	450 LBS	\$157.50					\$157.50	
PHOSPHATE (P2O5)	\$0.75	180 LBS	\$135.00					\$135.00	
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.	\$119.67					\$119.67	
<b>SUBTOTAL</b>									<b>\$1,268.67</b>
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST		TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$2.64	\$1.12	\$1.59		\$6.67
CHISEL	140 HP	0.20 HR		\$1.89	\$3.77	\$1.26	\$2.45		\$9.37
FLOW	140 HP	0.38 HR		\$3.59	\$7.16	\$4.03	\$5.56		\$20.33
DISC (2X)	140 HP	0.28 HR		\$2.65	\$5.27	\$2.24	\$3.19		\$13.35
LASER PLANE (CUSTOM)			\$73.33						\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46		\$2.09
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.20	\$1.54	\$2.61		\$8.96
LISTER	140 HP	0.18 HR		\$1.70	\$3.39	\$1.13	\$2.35		\$8.56
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.33	\$0.00	\$0.58		\$8.00
ROD WEEDER	40 HP	0.08 HR		\$0.76	\$0.72	\$0.14	\$1.58		\$3.20
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$1.89	\$0.73	\$0.51		\$5.12
VEG PLANT-SHAPER	140 HP	0.26 HR		\$2.46	\$4.90	\$1.30	\$4.50		\$13.15
CULT & SIDEDRESS (3X)	140 HP	0.99 HR		\$9.36	\$18.65	\$6.98	\$11.40		\$46.39
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$3.79	\$1.47	\$1.03		\$10.25
THIN & HOE (CUSTOM)			\$120.00						\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.28	\$1.22	\$0.14	\$0.94		\$3.57
IRRIGATE (13X)		6.50 HR		\$61.43	\$4.30	\$0.00	\$7.60		\$73.33
<b>SUBTOTAL</b>									<b>\$425.67</b>
<b>HARVEST OPERATIONS</b>									
ONION KNIVES	140 HP	0.27 HR		\$2.55	\$5.09	\$1.41	\$4.28		\$13.32
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
<b>SUBTOTAL</b>									<b>\$3,451.02</b>
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.62 HR		\$5.88					\$5.88
EMPLOYEE BENEFITS				\$18.74					\$18.74
INSURANCE			\$2.08					\$2.08	
LAND TAXES								\$9.44	
SUPERVISION AND MANAGEMENT				\$207.70					\$207.70
OTHER EXPENSES			\$85.30					\$85.30	
<b>SUBTOTAL</b>									<b>\$329.14</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>11.64 HR</b>	<b>\$4,987.08</b>	<b>\$336.41</b>	<b>\$67.24</b>	<b>\$23.71</b>	<b>\$60.07</b>	<b>\$5,474.50</b>	
<b>NET OPERATING PROFIT</b>									<b>\$638.75</b>
INTEREST ON OPERATING CAPITAL		( \$990.26 @	4.25%	)				\$42.09	
INTEREST ON EQUIPMENT INVESTMENT								\$15.10	
<b>RETURN TO LAND AND RISK</b>									<b>\$581.56</b>

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

**BUDGET SUMMARY**

GROSS RETURN		\$6,113.25	
VARIABLE OPERATING EXPENSES	\$5,078.02		
RETURN OVER VARIABLE EXPENSES	\$1,035.23	(GROSS MARGIN)	
FIXED EXPENSES	\$60.07		
NET FARM INCOME	\$975.16	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$336.41		
NET OPERATING PROFIT	\$638.75	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$57.19		
RETURN TO LAND AND RISK	\$581.56		

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 2021  
Planting Dates: March 15 - April 10  
Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD						TOTAL
<b>GROSS RETURNS</b>								
GREEN	\$490.00	15.00	TONS					\$7,350.00
RED	\$0.00	0.00	LBS					\$0.00
<b>TOTAL</b>								<b>\$7,350.00</b>
<b>PURCHASED INPUTS</b>								
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$18.00	5 LBS	\$90.00					\$90.00
NITROGEN (N)	\$0.35	300 LBS	\$105.00					\$105.00
PHOSPHATE (P205)	\$0.75	70 LBS	\$52.50					\$52.50
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.	\$126.33					\$126.33
<b>SUBTOTAL</b>			<b>\$579.63</b>					<b>\$579.63</b>
<b>PREHARVEST OPERATIONS</b>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$2.64	\$1.12	\$1.59	\$6.67
CHISEL	140 HP	0.20 HR		\$1.89	\$3.77	\$1.26	\$2.45	\$9.37
PLOW	140 HP	0.38 HR		\$3.59	\$7.16	\$4.03	\$5.56	\$20.33
DISC (2X)	140 HP	0.28 HR		\$2.65	\$5.27	\$2.24	\$3.19	\$13.35
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.20	\$1.54	\$2.61	\$8.96
LISTER	140 HP	0.18 HR		\$1.70	\$3.39	\$1.13	\$2.35	\$8.56
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.00	\$7.09
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$1.89	\$0.73	\$0.51	\$5.12
VEG PLANT-SHAPER	140 HP	0.26 HR		\$2.46	\$4.90	\$1.30	\$4.50	\$13.15
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$3.79	\$1.47	\$1.03	\$10.25
CULTIVATOR (3X)	40 HP	0.63 HR		\$5.95	\$5.68	\$2.20	\$1.54	\$15.37
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$6.24	\$12.43	\$4.66	\$7.60	\$30.93
THINNING (CUSTOM)			\$70.00					\$70.00
HOEING (CUSTOM)			\$80.00					\$80.00
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.99	\$0.95	\$0.11	\$0.73	\$2.78
IRRIGATE (10X)		5.00 HR		\$47.25	\$0.00	\$0.00	\$0.00	\$47.25
<b>SUBTOTAL</b>		<b>9.44 HR</b>	<b>\$223.33</b>	<b>\$89.16</b>	<b>\$56.00</b>	<b>\$22.00</b>	<b>\$34.11</b>	<b>\$424.60</b>
<b>HARVEST OPERATIONS</b>								
HARVEST GREEN (CUSTOM)			\$1,350.00					\$1,350.00
HARVEST RED (CUSTOM)			\$0.00					\$0.00
HAUL (TRAILER) (3X)	40 HP RENTAL	2.40 HR		\$22.68	\$21.63	\$2.50	\$13.96	\$60.77
FORK LIFT (3X)		1.05 HR		\$10.00	\$9.92			\$19.92
HAUL (CUSTOM)			\$187.50					\$187.50
<b>SUBTOTAL</b>		<b>3.45 HR</b>	<b>\$1,547.50</b>	<b>\$32.60</b>	<b>\$21.63</b>	<b>\$2.50</b>	<b>\$13.96</b>	<b>\$1,618.20</b>
<b>POSTHARVEST OPERATIONS</b>								
SHREDDER	40 HP	0.29 HR		\$2.74	\$2.61	\$0.35	\$1.07	\$6.77
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		1.86 HR		\$17.54				\$17.54
EMPLOYEE BENEFITS				\$22.41				\$22.41
INSURANCE			\$2.49					\$2.49
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$145.99				\$145.99
OTHER EXPENSES			\$85.30					\$85.30
<b>SUBTOTAL</b>		<b>1.86 HR</b>	<b>\$87.79</b>	<b>\$185.94</b>			<b>\$9.44</b>	<b>\$283.17</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>15.03 HR</b>	<b>\$2,438.25</b>	<b>\$310.44</b>	<b>\$80.24</b>	<b>\$24.85</b>	<b>\$58.59</b>	<b>\$2,912.37</b>
<b>NET OPERATING PROFIT</b>								<b>\$4,437.63</b>
INTEREST ON OPERATING CAPITAL		( \$496.36 @ 4.25% )						\$21.10
INTEREST ON EQUIPMENT INVESTMENT								\$13.33
<b>RETURN TO LAND AND RISK</b>								<b>\$4,403.20</b>
*Pump water costs are shown under irrigation in the preharvest operation section.								
<b>BUDGET SUMMARY</b>								
GROSS RETURN			\$7,350.00					
VARIABLE OPERATING EXPENSES	\$2,543.34							
RETURN OVER VARIABLE EXPENSES		\$4,806.66	(GROSS MARGIN)					
FIXED EXPENSES	\$58.59							
NET FARM INCOME		\$4,748.07	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$310.44							
NET OPERATING PROFIT		\$4,437.63	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$34.43							
RETURN TO LAND AND RISK		\$4,403.20						

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 2021  
 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
<b>TOTAL</b>			<b>\$2,100.00</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$18.00	8 LBS	\$144.00		\$144.00
NITROGEN (N)	\$0.35	250 LBS	\$87.50		\$87.50
PHOSPHATE (P205)	\$0.75	60 LBS	\$45.00		\$45.00
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.	\$133.00		\$133.00
<b>SUBTOTAL</b>			<b>\$615.30</b>		<b>\$615.30</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$2.64	\$1.12	\$1.59	\$6.67
CHISEL	140 HP	0.20 HR		\$1.89	\$3.77	\$1.26	\$2.45	\$9.37
PLOW	140 HP	0.38 HR		\$3.59	\$7.16	\$4.03	\$5.56	\$20.33
DISC (2X)	140 HP	0.28 HR		\$2.65	\$5.27	\$2.24	\$3.19	\$13.35
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$0.94	\$0.21	\$0.46	\$2.09
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.20	\$1.54	\$2.61	\$8.96
LISTER	140 HP	0.18 HR		\$1.70	\$3.39	\$1.13	\$2.35	\$8.56
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.00	\$7.09
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$1.89	\$0.73	\$0.51	\$5.12
VEG PLANT-SHAPER	140 HP	0.26 HR		\$2.46	\$4.90	\$1.30	\$4.50	\$13.15
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$3.79	\$1.47	\$1.03	\$10.25
CULTIVATOR (3X)	40 HP	0.63 HR		\$5.95	\$5.68	\$2.20	\$1.54	\$15.37
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$6.24	\$12.43	\$4.66	\$7.60	\$30.93
THINNING (CUSTOM)			\$70.00					\$70.00
HOEING (CUSTOM)			\$80.00					\$80.00
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.99	\$0.95	\$0.11	\$0.73	\$2.78
IRRIGATE (11X)		5.50 HR		\$51.98	\$0.00	\$0.00	\$0.00	\$51.98
<b>SUBTOTAL</b>		<b>9.94 HR</b>	<b>\$223.33</b>	<b>\$93.89</b>	<b>\$56.00</b>	<b>\$22.00</b>	<b>\$34.11</b>	<b>\$429.32</b>

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		\$7.56	\$7.21	\$0.83	\$4.65	\$20.26
FORK LIFT (3X)	RENTAL	0.30 HR	\$10.00	\$2.84				\$12.84
HAUL (CUSTOM)			\$105.00					\$105.00
<b>SUBTOTAL</b>		<b>1.10 HR</b>	<b>\$815.00</b>	<b>\$10.40</b>	<b>\$7.21</b>	<b>\$0.83</b>	<b>\$4.65</b>	<b>\$838.09</b>

POSTHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	40 HP	0.29 HR		\$2.74	\$2.61	\$0.35	\$1.07	\$6.77

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	1.27 HR		\$11.99				\$11.99
EMPLOYEE BENEFITS			\$19.26				\$19.26
INSURANCE		\$2.14					\$2.14
LAND TAXES						\$9.44	\$9.44
SUPERVISION AND MANAGEMENT			\$143.46				\$143.46
OTHER EXPENSES		\$85.30					\$85.30
<b>SUBTOTAL</b>	<b>1.27 HR</b>	<b>\$87.44</b>	<b>\$174.72</b>			<b>\$9.44</b>	<b>\$271.60</b>

TOTAL OPERATING EXPENSES	12.59 HR	\$1,741.07	\$281.74	\$65.82	\$23.18	\$49.28	\$2,161.09
--------------------------	----------	------------	----------	---------	---------	---------	------------

NET OPERATING PROFIT							(\$61.09)
----------------------	--	--	--	--	--	--	-----------

INTEREST ON OPERATING CAPITAL	(	\$451.81	@	4.25%	)		\$19.20
INTEREST ON EQUIPMENT INVESTMENT							\$11.43

RETURN TO LAND AND RISK							(\$91.71)
-------------------------	--	--	--	--	--	--	-----------

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

BUDGET SUMMARY

GROSS RETURN		\$2,100.00	
VARIABLE OPERATING EXPENSES	\$1,830.07		
RETURN OVER VARIABLE EXPENSES	\$269.93	(GROSS MARGIN)	
FIXED EXPENSES	\$49.28		
NET FARM INCOME	\$220.65	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$281.74		
NET OPERATING PROFIT	(\$61.09)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$30.63		
RETURN TO LAND AND RISK	(\$91.71)		

Table 19. Summary of per acre costs and returns for a 500 acre farm with above average management, Dona Ana and Sierra Counties, Projected 2021

	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	15.00	3,500.00
PRIMARY PRICE		\$185.00	\$1.10	\$0.73	\$6.33	\$6.21	\$5.94	\$35.00	\$7.87	\$8.24	\$7.41	\$490.00	\$0.60
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME		\$0.00	\$100.80	\$134.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GROSS RETURN		\$1,295.00	\$925.80	\$864.40	\$253.00	\$2,949.75	\$2,970.00	\$1,050.00	\$9,444.00	\$5,562.00	\$6,113.25	\$7,350.00	\$2,100.00
CASH OPERATING EXPENSES													
SEED	\$76.25		\$175.00	\$202.50	\$20.50	\$7.92	\$7.92	\$67.38	\$600.00	\$600.00	\$716.00	\$90.00	\$144.00
FERTILIZER	\$67.50	\$79.75	\$79.50	\$79.50		\$218.75	\$200.00	\$105.00	\$397.50	\$292.50	\$292.50	\$157.50	\$132.50
CHEMICALS	\$0.00	\$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		\$133.00	\$97.00	\$97.00	\$85.00	\$46.67	\$85.00	\$93.00	\$119.67	\$109.00	\$119.67	\$126.33	\$133.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$36.74	\$28.12	\$80.50	\$81.04	\$24.70	\$48.00	\$52.35	\$14.95	\$68.82	\$62.61	\$62.61	\$80.24	\$65.82
FUEL-IRRIGATION	\$4.63	\$0.00	\$0.00	\$0.00	\$0.00	\$12.34	\$0.00	\$4.63	\$4.63	\$4.63	\$4.63	\$0.00	\$0.00
REPAIRS	\$13.19	\$6.21	\$27.87	\$28.07	\$8.45	\$18.66	\$20.55	\$5.36	\$26.03	\$23.71	\$23.71	\$24.85	\$23.18
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	\$1,770.83	\$1,038.33
LAND TAXES		\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44
OTHER EXPENSES	\$0.56	\$86.58	\$86.88	\$86.89	\$86.00	\$86.73	\$86.82	\$85.83	\$87.39	\$87.19	\$87.38	\$87.79	\$87.44
TOTAL CASH EXPENSES	\$272.20	\$489.89	\$708.53	\$811.17	\$309.44	\$2,494.11	\$2,696.24	\$428.53	\$6,752.90	\$4,386.07	\$5,087.46	\$2,552.79	\$1,839.52
RETURN OVER CASH EXPENSES	(\$272.20)	\$805.11	\$217.27	\$53.23	(\$56.44)	\$455.64	\$273.76	\$621.47	\$2,691.10	\$1,175.93	\$1,025.79	\$4,797.21	\$260.48
FIXED EXPENSES	\$42.04	\$143.45	\$102.36	\$102.77	\$17.71	\$52.98	\$33.19	\$27.30	\$54.43	\$50.32	\$50.63	\$49.14	\$39.83
TOTAL EXPENSES	\$314.24	\$633.34	\$810.89	\$913.93	\$327.15	\$2,547.10	\$2,729.43	\$455.83	\$6,807.33	\$4,436.39	\$5,138.09	\$2,601.93	\$1,879.35
NET FARM INCOME	(\$314.24)	\$661.66	\$114.91	(\$49.53)	(\$74.15)	\$402.65	\$240.57	\$594.17	\$2,636.67	\$1,125.61	\$975.16	\$4,748.07	\$220.65
LABOR AND MANAGEMENT COSTS	\$70.48	\$175.95	\$172.95	\$173.24	\$65.21	\$201.86	\$169.06	\$109.29	\$350.15	\$306.20	\$336.41	\$310.44	\$281.74
NET OPERATING PROFIT	(\$384.71)	\$485.71	(\$58.04)	(\$222.77)	(\$139.36)	\$200.79	\$71.51	\$484.88	\$2,286.52	\$819.41	\$638.75	\$4,437.63	(\$61.09)
CAPITAL COSTS													
INTEREST ON OPERATING CAPITAL		\$6.66	\$12.17	\$11.56	\$3.90	\$17.94	\$20.42	\$6.64	\$48.83	\$37.36	\$42.09	\$21.10	\$19.20
INTEREST ON EQUIPMENT INVESTMENT		\$11.18	\$22.05	\$22.15	\$5.13	\$17.56	\$9.76	\$8.24	\$15.97	\$15.10	\$15.10	\$13.33	\$11.43
TOTAL CAPITAL COSTS	\$0.00	\$17.84	\$34.23	\$33.72	\$9.02	\$35.50	\$30.17	\$14.88	\$64.80	\$52.46	\$57.19	\$34.43	\$30.63
RETURN TO LAND AND RISK	(\$384.71)	\$467.87	(\$92.27)	(\$256.49)	(\$148.39)	\$165.29	\$41.33	\$470.00	\$2,221.71	\$766.95	\$581.56	\$4,403.20	(\$91.71)

Flex Computation

32.14  
505.53889

-131.57

-125.55

505.54

Table 20. Whole farm budget summary, Dona Ana and Sierra Counties,  
Projected 2021

GROSS RETURNS		
ALFALFA HAY	160 ACRES	
CROP		\$207,200
PIMA COTTON	17 ACRES	
LINT		\$14,025
SEED		\$1,714
		\$0
UPLAND COTTON	149.00 ACRES	
LINT		\$108,770
SEED		\$20,026
PROGRAM PAYMENT		\$0
PLC PAYMENT		\$0
GRAIN SORGHUM	17 ACRES	
CROP		\$4,301
PROGRAM PAYMENT		\$0
PLC PAYMENT		\$0
SPRING LETTUCE	10 ACRES	
CROP		\$29,498
FALL LETTUCE	50 ACRES	
CROP		\$148,500
CORN SILAGE	17 ACRES	
CROP		\$17,850
		\$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		\$110,250
RED		\$0
RED CHILE	15 ACRES	
RED		\$31,500
GROSS RETURN		<u>\$1,116,018</u>
CASH OPERATING EXPENSES		
SEED		\$79,997
FERTILIZER		\$66,630
CHEMICALS		\$47,085
CROP INSURANCE		\$1,400
OTHER PURCHASED INPUTS		\$12,670
CANAL WATER		\$54,448
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$29,255
FUEL-IRRIGATION		\$665
REPAIRS		\$9,816
CUSTOM CHARGES		\$433,815
LAND TAXES		\$4,816
OTHER EXPENSES		\$44,295
TOTAL CASH EXPENSES		<u>\$784,891</u>
RETURN OVER CASH EXPENSES		\$331,126
FIXED EXPENSES		\$33,693
TOTAL EXPENSES		<u>\$818,584</u>
NET FARM INCOME		\$297,433
LABOR AND MANAGEMENT COSTS		\$101,900
NET OPERATING PROFIT		\$195,533
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$7,545
INTEREST ON EQUIPMENT INVESTMENT		\$7,650
TOTAL CAPITAL COSTS		<u>\$15,195</u>
RETURN TO LAND AND RISK		<u>\$180,338</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$3,000 /ACRE	\$101,588	11.54%
\$5,000 /ACRE	\$49,088	7.26%
\$7,000 /ACRE	(\$3,412)	5.29%
\$9,000 /ACRE	(\$55,912)	4.17%
\$11,000 /ACRE	(\$108,412)	3.43%

\* 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)