

TABLE 1. Acreage Summary, Roosevelt County,
Projected 2021

BUDGET AREA..... PORTALES VALLEY, ROOSEVELT COUNTY			
FARM SIZE..... 320 ACRES			
IRRIGATION TYPE..... FLOOD			
NUMBER OF CROPS... 5			
WATER USE			
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
WHEAT	108.00	25	2,700
ARP	0.00		
FLEX IN COTTON	12.00	15	180
CORN	51.00	38	1,938
ARP	0.00		
FLEX IN COTTON	9.00	15	135
GRAIN SORGHUM	51.00	20	1,020
ARP	0.00		
FLEX IN COTTON	9.00	15	135
COTTON	34.00	15	510
ARP	0.00		
FLEX IN COTTON	6.00	15	90
PEANUTS	20.00	24	480
ROADS, HOMESTEAD	20.00		
TOTAL	320.00		7,188
ACRE FEET PER ACRE OF WATER RIGHTS			1.87

TABLE 2. Basic cost information for the Portales Valley, Roosevelt County,
Projected 2021

Item			
Labor Wage Rate:			
Equipment operators		\$/hour	\$8.55
General & Irrigators		\$/hour	\$7.50
Purchased Inputs:			
Fertilizer:			
Nitrogen (N)		\$/pound	\$0.35
Phosphate (P205)		\$/pound	\$0.75
Seed:			
Wheat		\$/pound	\$0.40
Corn		\$/bag	\$245.00
Grain Sorghum		\$/pound	\$2.05
Cotton		\$/pound	\$8.10
Peanuts		\$/pound	\$1.10
Energy:			
Natural gas (Gas NM)		\$/MCF	\$4.00
Diesel fuel		\$/gallon	\$2.59
Gasoline		\$/gallon	\$2.41
Electricity (SWPS)		cents/KwHr	6.00
LP Gas		\$/gallon	\$2.29
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		\$89.00 /acre (full value)	\$0.60
Personal Property Tax Rate	- NR - R	\$/ \$1,000 (Assessed Value)	\$20.26 \$20.02
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 the Portales Valley, Roosevelt County,
Projected 2021

Item			
Electricity (Domestic & Shop)		\$256.00 per month	\$3,072
Telephone		\$128.00 per month	\$1,536
Accounting & Legal			\$1,875
Misc. Supplies & Hand Tools			\$2,822
Pickup and Auto			
miles	26,368	@ \$0.500 per mile	\$13,184
Insurance			
- general liability (non-employee)			\$2,022
- fire/theft			\$1,600
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$6,010
Building repairs and maintenance			\$1,536
Dues, fees, publications			\$461
Farmstead Equipment			\$192
Total			\$34,311
Total Per Planted Acre			\$114.37

TABLE 6. Wheat, flood-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Projected 2021
 Planting Dates: August 20 - September 15
 Harvest Dates: June 1 - June 25

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
WHEAT	\$4.65	50.00 BUSHELS		\$232.50
PROGRAM PAYMENT	\$0.00	50.00 BUSHELS	0.85	\$0.00
PLC PAYMENT	\$0.00			\$0.00
GRAZING	\$40.00	1.00 ACRE		\$40.00
TOTAL				\$272.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.40	60 LBS	\$24.00		\$24.00
NITROGEN (N)	\$0.35	100 LBS	\$35.00		\$35.00
PHOSPHATE (P205)	\$0.75	40 LBS	\$30.00		\$30.00
INSECTICIDE (CUSTOM)	\$20.01	1 X/ACRE	\$20.01		\$20.01
PUMP WATER*		25 AC. IN.			
CROP INSURANCE	\$0.46		\$0.46		\$0.46
SUBTOTAL			\$109.47		\$109.47

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ROD WEEDER	126 HP	0.08 HR		\$0.68	\$1.59	\$0.38	\$1.10	\$3.75
PLOW	185 HP	0.48 HR		\$4.10	\$11.15	\$4.95	\$10.52	\$30.72
DISC	185 HP	0.14 HR		\$1.20	\$3.25	\$1.27	\$3.10	\$8.82
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$0.99	\$0.20	\$0.50	\$2.12
DRILL	126 HP	0.18 HR		\$1.54	\$3.58	\$0.90	\$5.92	\$11.94
IRRIGATE (5X)		2.50 HR		\$18.75	\$30.61	\$0.00	\$2.53	\$51.89
SUBTOTAL		3.43 HR		\$26.70	\$51.17	\$7.69	\$23.68	\$109.24

HARVEST OPERATIONS								
COMBINE (CUSTOM)			\$20.20					\$20.20
HAUL (CUSTOM)			\$8.00					\$8.00
SUBTOTAL			\$28.20					\$28.20

OVERHEAD EXPENSES								
DOWNTIME		0.23 HR		\$1.99				\$1.99
EMPLOYEE BENEFITS				\$4.81				\$4.81
INSURANCE			\$0.53					\$0.53
LAND TAXES							\$0.60	\$0.60
SUPERVISION AND MANAGEMENT				\$22.04				\$22.04
OTHER EXPENSES			\$114.37					\$114.37
SUBTOTAL		0.23 HR	\$114.90	\$28.83			\$0.60	\$144.34

TOTAL OPERATING EXPENSES 3.66 HR \$252.57 \$55.54 \$51.17 \$7.69 \$24.28 \$391.25

NET OPERATING PROFIT (\$118.75)

INTEREST ON OPERATING CAPITAL (\$71.80 @ 4.25%) \$3.05
 INTEREST ON EQUIPMENT INVESTMENT \$6.45

RETURN TO LAND AND RISK (\$128.25)

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

GROSS RETURN		\$272.50	
VARIABLE OPERATING EXPENSES	\$311.43		
RETURN OVER VARIABLE EXPENSES		(\$38.93)	(GROSS MARGIN)
FIXED EXPENSES	\$24.28		
NET FARM INCOME		(\$63.21)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$55.54		
NET OPERATING PROFIT		(\$118.75)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$9.50		
RETURN TO LAND AND RISK		(\$128.25)	

TABLE 7. Corn for grain, flood-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Projected 2021
 Planting Dates: April 15 - May 15
 Harvest Dates: November 1 - November 30

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
CORN FOR GRAIN	\$5.00	65.00 CWT		\$325.00
PROGRAM PAYMENT	\$0.00	65.00 CWT	0.85	\$0.00
PLC PAYMENT	\$0.00	0.00 CWT		\$0.00
GRAZING	\$20.00	1.00 ACRE		\$20.00
TOTAL				\$345.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$3.06	28 000	\$85.75		\$85.75
NITROGEN (N)	\$0.35	150 LBS	\$52.50		\$52.50
PHOSPHATE (P205)	\$0.75	60 LBS	\$45.00		\$45.00
HERBICIDE	\$15.88	1 X/ACRE	\$15.88		\$15.88
INSECTICIDE (CUSTOM)	\$16.96	2 X/ACRE	\$33.92		\$33.92
PUMP WATER*		38 AC. IN.			
CROP INSURANCE	\$0.98		\$0.98		\$0.98
SUBTOTAL			\$234.04		\$234.04

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$3.25	\$1.27	\$3.10	\$8.82
PLOW	185 HP	0.48 HR		\$4.10	\$11.15	\$4.95	\$10.52	\$30.72
DISC	185 HP	0.14 HR		\$1.20	\$3.25	\$1.27	\$3.10	\$8.82
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$0.99	\$0.20	\$0.50	\$2.12
SPRAY & DISC	185 HP	0.17 HR		\$1.45	\$3.95	\$1.66	\$4.79	\$11.85
LISTER	126 HP	0.12 HR		\$1.03	\$2.39	\$0.80	\$2.63	\$6.83
TRACK	126 HP	0.40 HR		\$3.42	\$7.95	\$1.58	\$4.02	\$16.98
PRE-IRRIGATE		0.75 HR		\$6.41	\$7.75	\$0.00	\$0.64	\$14.81
ROD WEED	185 HP	0.08 HR		\$0.68	\$1.86	\$0.49	\$1.73	\$4.77
PLANTER	185 HP	0.17 HR		\$1.45	\$3.95	\$1.26	\$7.64	\$14.30
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$5.17	\$2.00	\$4.80	\$14.19
IRRIGATE (5X)		2.50 HR		\$18.75	\$38.77	\$0.00	\$3.21	\$60.73
SUBTOTAL		5.26 HR		\$42.35	\$90.43	\$15.46	\$46.69	\$194.92

HARVEST OPERATIONS								
COMBINE (CUSTOM)				\$22.75				\$22.75
HAUL (CUSTOM)				\$11.70				\$11.70
SUBTOTAL				\$34.45				\$34.45

OVERHEAD EXPENSES								
DOWNTIME		0.36 HR		\$3.06				\$3.06
EMPLOYEE BENEFITS				\$7.62				\$7.62
INSURANCE				\$0.85				\$0.85
LAND TAXES							\$0.60	\$0.60
SUPERVISION AND MANAGEMENT				\$27.50				\$27.50
OTHER EXPENSES				\$114.37				\$114.37
SUBTOTAL		0.36 HR		\$115.22	\$38.17		\$0.60	\$153.99

TOTAL OPERATING EXPENSES		5.62 HR		\$383.70	\$80.52	\$90.43	\$15.46	\$47.29	\$617.40
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NET OPERATING PROFIT									(\$272.40)
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INTEREST ON OPERATING CAPITAL		\$146.36	@	4.25%)				\$6.22
INTEREST ON EQUIPMENT INVESTMENT									\$13.17

RETURN TO LAND AND RISK									(\$291.79)
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* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$345.00						
VARIABLE OPERATING EXPENSES	\$489.59							
RETURN OVER VARIABLE EXPENSES		(\$144.59)	(GROSS MARGIN)					
FIXED EXPENSES	\$47.29							
NET FARM INCOME		(\$191.88)	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$80.52							
NET OPERATING PROFIT		(\$272.40)	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$19.39							
RETURN TO LAND AND RISK		(\$291.79)						

TABLE 8. Grain sorghum, flood-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Projected 2021
 Planting Dates: May 15 - June 10
 Harvest Dates: October 15 - November 15

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
GRAIN SORGHUM	\$6.33	55.00 CWT		\$347.88
PROGRAM PAYMENT	\$0.00	55.00 CWT	0.85	\$0.00
PLC PAYMENT	\$0.00	0.00 CWT		\$0.00
GRAZING	\$20.00	1.00 ACRE		\$20.00
TOTAL				\$367.88

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$2.05	6 LBS	\$12.30		\$12.30
NITROGEN (N)	\$0.35	100 LBS	\$35.00		\$35.00
PHOSPHATE (P205)	\$0.75	40 LBS	\$30.00		\$30.00
HERBICIDE	\$15.88	1 ACRE	\$15.88		\$15.88
INSECTICIDE (CUSTOM)	\$20.01	1 ACRE	\$20.01		\$20.01
PUMP WATER*		20 AC. IN.			
CROP INSURANCE	\$0.98		\$0.98		\$0.98
SUBTOTAL			\$114.17		\$114.17

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$3.25	\$1.27	\$3.10	\$8.82
PLOW	185 HP	0.48 HR		\$4.10	\$11.15	\$4.95	\$10.52	\$30.72
DISC	185 HP	0.14 HR		\$1.20	\$3.25	\$1.27	\$3.10	\$8.82
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$0.99	\$0.20	\$0.50	\$2.12
DISC & SPRAY	185 HP	0.17 HR		\$1.45	\$3.95	\$1.66	\$4.79	\$11.85
LISTER	126 HP	0.12 HR		\$1.03	\$2.39	\$0.80	\$2.63	\$6.83
TRACK	126 HP	0.40 HR		\$3.42	\$7.95	\$1.58	\$4.02	\$16.98
PRE-IRRIGATE		0.75 HR		\$5.63	\$6.12	\$0.00	\$0.51	\$12.25
ROD WEED	126 HP	0.08 HR		\$0.68	\$1.59	\$0.38	\$1.10	\$3.75
PLANTER	185 HP	0.17 HR		\$1.45	\$3.95	\$1.26	\$7.64	\$14.30
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$5.17	\$2.00	\$4.80	\$14.19
IRRIGATE (3X)		1.50 HR		\$11.25	\$18.36	\$0.00	\$1.52	\$31.14
SUBTOTAL		4.26 HR		\$34.06	\$68.12	\$15.35	\$44.22	\$161.76

HARVEST OPERATIONS								
COMBINE (CUSTOM)			\$26.18					\$26.18
HAUL (CUSTOM)			\$10.45					\$10.45
SUBTOTAL			\$36.63					\$36.63

OVERHEAD EXPENSES								
DOWNTIME		0.66 HR		\$5.60				\$5.60
EMPLOYEE BENEFITS				\$6.13				\$6.13
INSURANCE			\$0.68					\$0.68
LAND TAXES						\$0.60		\$0.60
SUPERVISION AND MANAGEMENT				\$28.56				\$28.56
OTHER EXPENSES			\$114.37					\$114.37
SUBTOTAL		0.66 HR		\$115.05	\$40.29		\$0.60	\$155.94

TOTAL OPERATING EXPENSES		4.92 HR		\$265.85	\$74.35	\$68.12	\$15.35	\$44.82	\$468.51
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NET OPERATING PROFIT									(\$100.63)
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INTEREST ON OPERATING CAPITAL	(\$81.01	@	4.25%)				\$3.44
INTEREST ON EQUIPMENT INVESTMENT									\$12.40

RETURN TO LAND AND RISK									(\$116.47)
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* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$367.88						
VARIABLE OPERATING EXPENSES	\$349.33							
RETURN OVER VARIABLE EXPENSES		\$18.55	(GROSS MARGIN)					
FIXED EXPENSES	\$44.82							
NET FARM INCOME		(\$26.28)	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$74.35							
NET OPERATING PROFIT		(\$100.63)	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$15.84							
RETURN TO LAND AND RISK		(\$116.47)						

TABLE 9. Upland cotton (stripper), flood-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Projected 2021
 Planting Dates: May 1 - May 15
 Harvest Dates: November 15 - December 30

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
LINT	\$0.68	500.00 LBS		\$340.00
SEED	\$0.08	800 LBS		\$67.20
PROGRAM PAYMENT	\$0.0000	500.00 LBS	0.85	\$0.00
PLC PAYMENT	\$0.3670	500.00 LBS	0.85	\$155.98
TOTAL				\$563.18

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$8.10	25 LB	\$202.50		\$202.50
NITROGEN (N)	\$0.35	80 LB	\$28.00		\$28.00
PHOSPHATE (P205)	\$0.75	60 LB	\$45.00		\$45.00
HERBICIDE	\$15.88	1 X/ACRE	\$15.88		\$15.88
INSECTICIDE	\$10.28	1 X/ACRE	\$10.28		\$10.28
INSECTICIDE (CUSTOM)	\$20.01	1 X/ACRE	\$20.01		\$20.01
PUMP WATER*		15 AC. IN.			
CROP INSURANCE	\$0.71		\$0.71		\$0.71
SUBTOTAL			\$322.38		\$322.38

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$3.25	\$1.27	\$3.10	\$8.82
PLOW	185 HP	0.48 HR		\$4.10	\$11.15	\$4.95	\$10.52	\$30.72
DISC	185 HP	0.14 HR		\$1.20	\$3.25	\$1.27	\$3.10	\$8.82
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$0.99	\$0.20	\$0.50	\$2.12
DISC & SPRAY	185 HP	0.17 HR		\$1.45	\$3.95	\$1.66	\$4.79	\$11.85
LISTER	126 HP	0.12 HR		\$1.03	\$2.39	\$0.80	\$2.63	\$6.83
TRACK	126 HP	0.40 HR		\$3.42	\$7.95	\$1.58	\$4.02	\$16.98
PRE-IRRIGATE		0.75 HR		\$5.63	\$6.12	\$0.00	\$0.51	\$12.25
ROD WEED	126 HP	0.08 HR		\$0.68	\$1.59	\$0.38	\$1.10	\$3.75
PLANTER	185 HP	0.17 HR		\$1.45	\$3.95	\$1.26	\$7.64	\$14.30
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$5.17	\$2.00	\$4.80	\$14.19
HAND HOE (CUSTOM)			\$10.00					\$10.00
IRRIGATE (2X)		1.00 HR		\$7.50	\$12.24	\$0.00	\$1.01	\$20.76
SUBTOTAL		3.76 HR	\$10.00	\$30.31	\$62.00	\$15.35	\$43.72	\$161.38

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COTTON STRIPPER MTD	126 HP	0.62 HR		\$5.30	\$14.40	\$3.89	\$22.68	\$46.26
HAUL	126 HP	0.75 HR		\$6.41	\$14.91	\$3.01	\$11.20	\$35.53
GIN COTTON (CUSTOM)			\$82.70					\$82.70
SUBTOTAL		1.37 HR	\$82.70	\$11.71	\$29.31	\$6.89	\$33.88	\$164.49

POSTHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	126 HP	0.14 HR		\$1.20	\$2.78	\$0.61	\$6.41	\$11.00

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.92 HR		\$7.84				\$7.84
EMPLOYEE BENEFITS			\$7.78				\$7.78
INSURANCE		\$0.86					\$0.86
LAND TAXES						\$0.60	\$0.60
SUPERVISION AND MANAGEMENT			\$42.32				\$42.32
OTHER EXPENSES		\$114.37					\$114.37
SUBTOTAL	0.92 HR	\$115.23	\$57.94			\$0.60	\$173.78

TOTAL OPERATING EXPENSES	6.19 HR	\$530.32	\$101.16	\$94.09	\$22.85	\$84.60	\$833.03
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NET OPERATING PROFIT							(\$269.85)
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INTEREST ON OPERATING CAPITAL	(\$191.29	@	4.25%)		\$8.13
INTEREST ON EQUIPMENT INVESTMENT							\$23.32

RETURN TO LAND AND RISK							(\$301.30)
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* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$563.18		
VARIABLE OPERATING EXPENSES	\$647.26			
RETURN OVER VARIABLE EXPENSES		(\$84.09)	(GROSS MARGIN)	
FIXED EXPENSES	\$84.60			
NET FARM INCOME		(\$168.69)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$101.16			
NET OPERATING PROFIT		(\$269.85)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$31.45			
RETURN TO LAND AND RISK		(\$301.30)		

TABLE 10. Peanuts, flood-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Projected 2021
 Planting Dates: May 10 - June 10
 Harvest Dates: October 10 - November 10

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
PEANUTS	\$0.23	2,600.00 LBS	\$598.00
TOTAL			\$598.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.10	100 LB	\$110.00		\$110.00
NITROGEN (N)	\$0.35	50 LB	\$17.50		\$17.50
PHOSPHATE (P205)	\$0.75	80 LB	\$60.00		\$60.00
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	\$11.92	1 X/ACRE	\$11.92		\$11.92
PUMP WATER*		24 AC. IN.			
SUBTOTAL			\$274.05		\$274.05

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$3.25	\$1.27	\$3.10	\$8.82
PLOW	185 HP	0.48 HR		\$4.10	\$11.15	\$4.95	\$10.52	\$30.72
DISC	185 HP	0.14 HR		\$1.20	\$3.25	\$1.27	\$3.10	\$8.82
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$0.99	\$0.20	\$0.50	\$2.12
SPRAY & DISC	185 HP	0.17 HR		\$1.45	\$3.95	\$1.66	\$4.79	\$11.85
LISTER	126 HP	0.12 HR		\$1.03	\$2.39	\$0.80	\$2.63	\$6.83
TRACK	126 HP	0.40 HR		\$3.42	\$7.95	\$1.58	\$4.02	\$16.98
PRE-IRRIGATE		0.75 HR		\$5.63	\$7.35	\$0.00	\$0.61	\$13.58
LISTER	126 HP	0.12 HR		\$1.03	\$2.39	\$0.80	\$2.63	\$6.83
ROD WEEDER	126 HP	0.08 HR		\$0.68	\$1.59	\$0.38	\$1.10	\$3.75
PLANTER	185 HP	0.17 HR		\$1.45	\$3.95	\$1.26	\$7.64	\$14.30
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$5.17	\$2.00	\$4.80	\$14.19
HAND HOE (CUSTOM)			\$12.00					\$12.00
IRRIGATE (3X)		1.50 HR		\$11.25	\$22.04	\$0.00	\$1.82	\$35.11
SUBTOTAL		4.38 HR	\$12.00	\$35.09	\$75.41	\$16.15	\$47.26	\$185.89

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	\$5.57	\$1.29	\$8.70	\$17.62
COMBINE PEANUTS	185 HP	0.80 HR		\$6.84	\$18.58	\$5.21	\$217.54	\$248.17
HAUL	126 HP	0.80 HR		\$6.84	\$15.90	\$3.28	\$32.55	\$58.58
SUBTOTAL		1.84 HR	\$0.00	\$15.73	\$40.06	\$9.77	\$258.80	\$324.36

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.81 HR		\$6.90				\$6.90
EMPLOYEE BENEFITS			\$9.15				\$9.15
INSURANCE		\$1.02					\$1.02
LAND TAXES						\$0.60	\$0.60
SUPERVISION AND MANAGEMENT			\$47.32				\$47.32
OTHER EXPENSES		\$114.37					\$114.37
SUBTOTAL	0.81 HR	\$115.39	\$63.37			\$0.60	\$179.36

TOTAL OPERATING EXPENSES	7.03 HR	\$401.44	\$114.19	\$115.46	\$25.92	\$306.65	\$963.67
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NET OPERATING PROFIT							(\$365.67)
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INTEREST ON OPERATING CAPITAL	(\$164.07 @ 4.25%)						\$6.97
INTEREST ON EQUIPMENT INVESTMENT							\$79.30

RETURN TO LAND AND RISK							(\$451.93)
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* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$598.00	
VARIABLE OPERATING EXPENSES	\$542.82		
RETURN OVER VARIABLE EXPENSES		\$55.18	(GROSS MARGIN)
FIXED EXPENSES	\$306.65		
NET FARM INCOME		(\$251.48)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$114.19		
NET OPERATING PROFIT		(\$365.67)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$86.27		
RETURN TO LAND AND RISK		(\$451.93)	

TABLE 11. Summary of per acre costs and returns for a 320 acre farm with above average management, Roosevelt County, New Mexico, Projected 2021

	WHEAT	CORN	GRAIN SORGHUM	STRIPPER COTTON	PEANUTS
	BU	CWT	CWT	LBS	LBS
PRIMARY YIELD	50.00	65.00	55.00	500.00	2,600.00
PRIMARY PRICE	\$4.65	\$5.00	\$6.33	\$0.68	\$0.23
GOVERNMENT PAYMENTS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME	\$40.00	\$20.00	\$20.00	\$67.20	\$0.00
GROSS RETURN	\$272.50	\$345.00	\$367.88	\$563.18	\$598.00
CASH OPERATING EXPENSES					
SEED	\$24.00	\$85.75	\$12.30	\$202.50	\$110.00
FERTILIZER	\$65.00	\$97.50	\$65.00	\$73.00	\$77.50
CHEMICALS	\$20.01	\$49.80	\$35.89	\$46.17	\$74.64
CROP INSURANCE	\$0.46	\$0.98	\$0.98	\$0.71	
OTHER PURCHASED INPUTS					\$11.92
CANAL WATER					
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$20.56	\$43.90	\$43.64	\$75.73	\$86.08
FUEL-IRRIGATION	\$30.61	\$46.52	\$24.49	\$18.36	\$29.38
REPAIRS	\$7.69	\$15.46	\$15.35	\$22.85	\$25.92
CUSTOM CHARGES	\$28.20	\$34.45	\$36.63	\$92.70	\$12.00
LAND TAXES	\$0.60	\$0.60	\$0.60	\$0.60	\$0.60
OTHER EXPENSES	\$114.90	\$115.22	\$115.05	\$115.23	\$115.39
TOTAL CASH EXPENSES	\$312.04	\$490.19	\$349.93	\$647.86	\$543.42
RETURN OVER CASH EXPENSES	(\$39.54)	(\$145.19)	\$17.95	(\$84.69)	\$54.58
FIXED EXPENSES	\$23.68	\$46.69	\$44.22	\$84.00	\$306.05
TOTAL EXPENSES	\$335.71	\$536.88	\$394.15	\$731.87	\$849.48
NET FARM INCOME	(\$63.21)	(\$191.88)	(\$26.28)	(\$168.69)	(\$251.48)
LABOR AND MANAGEMENT COSTS	\$55.54	\$80.52	\$74.35	\$101.16	\$114.19
NET OPERATING PROFIT	(\$118.75)	(\$272.40)	(\$100.63)	(\$269.85)	(\$365.67)
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL	\$3.05	\$6.22	\$3.44	\$8.13	\$6.97
INTEREST ON EQUIPMENT INVESTMENT	\$6.45	\$13.17	\$12.40	\$23.32	\$79.30
TOTAL CAPITAL COSTS	\$9.50	\$19.39	\$15.84	\$31.45	\$86.27
RETURN TO LAND AND RISK	(\$128.25)	(\$291.79)	(\$116.47)	(\$301.30)	(\$451.93)
Flex Computation	-98.12	-231.93	-59.85	-193.98	-66.59

TABLE 12. Whole farm summary, Portales Valley, Roosevelt County,
Projected 2021

GROSS RETURNS		
WHEAT	108.00 ACRES	
CROP		\$25,110
GRAZING		\$4,320
PROGRAM PAYMENT		\$0
PLC PAYMENT		\$0
CORN FOR GRAIN	51.00 ACRES	
CROP		\$16,575
GRAZING		\$1,020
PROGRAM PAYMENT		\$0
PLC PAYMENT		\$0
GRAIN SORGHUM	51.00 ACRES	
CROP		\$17,742
GRAZING		\$1,020
PROGRAM PAYMENT		\$0
PLC PAYMENT		\$0
UPLAND COTTON	70.00 ACRES	
LINT		\$23,800
SEED		\$4,704
DIRECT PAYMENT		\$0
PEANUTS	20.00 ACRES	
CROP		\$11,960
GROSS RETURN		<u>\$106,251</u>
CASH OPERATING EXPENSES		
SEED		\$23,968
FERTILIZER		\$21,968
CHEMICALS		\$11,256
CROP INSURANCE		\$200
OTHER PURCHASED INPUTS		\$238
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$13,708
FUEL-IRRIGATION		\$8,800
REPAIRS		\$4,520
CUSTOM CHARGES		\$13,400
LAND TAXES		\$180
OTHER EXPENSES		\$34,527
TOTAL CASH EXPENSES		<u>\$132,765</u>
RETURN OVER CASH EXPENSES		(\$26,514)
FIXED EXPENSES		\$19,195
TOTAL EXPENSES		\$151,960
NET FARM INCOME		(\$45,709)
LABOR AND MANAGEMENT COSTS		\$23,262
NET OPERATING PROFIT		(\$68,971)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$1,531
INTEREST ON EQUIPMENT INVESTMENT		\$5,219
TOTAL CAPITAL COSTS		<u>\$6,750</u>
RETURN TO LAND AND RISK		<u>(\$75,720)</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$500 /ACRE	(\$84,120)	-22.63%
\$750 /ACRE	(\$88,320)	-17.93%
\$1,000 /ACRE	(\$92,520)	-14.84%
\$1,250 /ACRE	(\$96,720)	-12.66%
\$1,500 /ACRE	(\$100,920)	-11.04%
\$1,750 /ACRE	(\$105,120)	-9.79%
\$2,000 /ACRE	(\$109,320)	-8.79%

* 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)