TABLE 1. Acreage Summary, Luna County, Actual 2024

BUDGET AREA.....DEMING AREA, LUNA COUNTY
FARM SIZE.....640 ACRES ACRES
IRRIGATION TYPE.....FLOOD
NUMBER OF CROPS..... 10

ACREAGE SUMMARY:	LAND USE (ACRES)		WATER USE AC.IN. PER AC.	WATER USE TOTAL AC.IN.
WHEAT	68.00		20	1,360
ARP	0.00			
FLEX IN COTTON	12.00		26	312
GRAIN SORGHUM	93.50		30	2,805
ARP	0.00			
FLEX IN COTTON	16.50		26	429
COTTON	272.00		26	7,072
ARP	0.00			
FLEX IN COTTON	48.00		26	1,248
GREEN CHILE	40.00		54	2,160
RED CHILE	40.00		48	1,920
FALL ONIONS	10.00		56	560
MIDSEASON YELLOW	10.00		48	480
LATE SEASON ONIONS	10.00		48	480
SPRING LETTUCE	10.00		24	240
FALL LETTUCE	10.00	*	40	400
ROADS, DITCHES, HOMESTEAD	10.00			
TOTAL	640.00			19,466
ACRE FEET PER ACRE OF WATER RIGHTS				2.53

*DOUBLE-CROPPED

TABLE 2. Basic cost information for the Deming area, Actual 2024

Item			
Labor Wage Rate:		$/hour	$16.77
Purchased Inputs:			
Fertilizer:			
Nitrogen (N)		$/pound	$0.83
Phosphate (P205)		$/pound	$0.45
Anhydrous Ammonia (NH3)		$/ton	$745.00
Seed:			
Wheat		$/pound	$0.50
Chile			
green		$/pound	$125.00
red		$/pound	$125.00
Grain Sorghum		$/pound	$2.05
Cotton		$/pound	$8.10
Lettuce			
spring		$/pound	$17.96
fall		$/pound	$17.96
Energy:			
Natural gas (Gas Co. of NM)		$/TCF	$4.05
Diesel fuel		$/gallon	$3.46
Gasoline		$/gallon	$2.98
Electricity (Columbus)		cents/KwHr	5.52
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	9.25%
Land Interest Rate		percent	8.15%
Equipment Interest Rate		percent	7.15%
Real Interest Rate		percent	1.82%
Land Taxes	$223.00	/acre (full value)	$1.87
Personal Property Tax Rate	- NR	$/$1,000 (Assessed Value)	$25.19
	- R		$22.14
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 Deming area, Actual 2024

Item					
Electricity (Domestic & Shop)			$256.00	per month	$3,072
Telephone			$166.40	per month	$1,997
Accounting & Legal					$17,894
Misc. Supplies & Hand Tools					$2,810
Pickup and Auto					
miles	26,368	@	$0.700	per mile	$18,458
Insurance					
- general liability (non-employee)					$1,965
- fire/theft					$1,555
Property Taxes					
- non-planted land					$0
- other than land & machinery					$6,010
Building repairs and maintenance					$1,491
Dues, fees, publications					$435
Farmstead Equipment					$198
				Total	$55,885
			Total Per Planted Acre		$87.32

TABLE 6. Wheat, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Actual 2024
Planting dates: January 1 - February 10
Harvest dates: June 15 - July 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
WHEAT	$9.30	50 CWT	$465.00
DIRECT PAYMENT	$0.00	50 CWT	$0.00
COUNTER CYCLICAL PAYMENT	$0.00		$0.00
TOTAL			$465.00

SED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$0.50	100 LBS	$50.00		$50.00
ANHYDROUS AMMONIA (NH3)	$0.37	250 LBS	$93.13		$93.13
NITROGEN (N)	$0.83	30 LBS	$24.90		$24.90
PHOSPHATE (P2O5)	$0.45	80 LBS	$36.00		$36.00
PUMP WATER*		20 ACRE IN.			
CROP INSURANCE	$0.74		$0.74		$0.74
SUBTOTAL			$204.76		$204.76

EST OPERATI	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.28 HR		$4.70	$8.64	$2.04	$4.14	$19.51
LISTER	140 HP	0.12 HR		$2.01	$2.79	$0.83	$2.01	$7.65
FERTILIZE	140 HP	0.05 HR		$0.84	$1.16	$0.21	$0.65	$2.87
DRILL	140 HP	0.18 HR		$3.02	$4.19	$0.96	$8.94	$17.10
IRRIGATE (4X)		2 HR		$33.54	$38.04	$1.47	$18.24	$91.29
SUBTOTAL		2.63 HR		$44.11	$54.84	$5.51	$33.98	$138.43
HARVEST OPERATIONS								
COMBINE (CUSTOM)			$26.00					$26.00
HAUL (CUSTOM)			$9.50					$9.50
SUBTOTAL		0.00 HR	$35.50	$0.00	$0.00	$0.00	$0.00	$35.50
OVERHEAD EXPENSES								
DOWNTIME		0.1575 HR		$2.64				$2.64
EMPLOYEE BENEFITS				$7.94				$7.94
INSURANCE			$0.88					$0.88
LAND TAXES							$1.87	$1.87
SUPERVISION AND MANAGEMENT				$34.87				$34.87
OTHER EXPENSES			$87.32					$87.32
SUBTOTAL		0.16 HR	$88.20	$45.45			$1.87	$135.52
TOTAL OPERATING EXPENSES		2.79 HR	$328.46	$89.55	$54.84	$5.51	$35.85	$514.21
NET OPERATING PROFIT								($49.21)
INTEREST ON OPERATING CAPITAL		($120.43 @	9.25%)					$11.14
INTEREST ON EQUIPMENT INVESTMENT								$8.52
RETURN TO LAND AND RISK								($68.87)

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

BUDGET SUMMARY

GROSS RETURN		$465.00	
VARIABLE OPERATING EXPENSES	$388.81		
RETURN OVER VARIABLE EXPENSES		$76.19	(GROSS MARGIN)
FIXED EXPENSES	$35.85		
NET FARM INCOME		$40.34	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$89.55		
NET OPERATING PROFIT		($49.21)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$19.66		
RETURN TO LAND AND RISK		($68.87)	

TABLE 7. Grain sorghum, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Actual 2024
Planting dates: May 10 - July 10
Harvest dates: October 15 - November 15

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
GRAIN SORGHUM	$7.50	70.00	CWT	$525.00
DIRECT PAYMENT	$0.00	70.00	CWT	$0.00
COUNTER CYCLICAL PAYMENT	$0.00	0.00	CWT	$0.00
TOTAL				$525.00

SED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$2.05	8	LBS	$16.40		$16.40
ANHYDROUS AMMONIA (NH3)	$0.37	200	LBS	$74.50		$74.50
NITROGEN (N)	$0.83	30	LBS	$24.90		$24.90
PHOSPHATE (P2O5)	$0.45	70	LBS	$31.50		$31.50
HERBICIDE	$15.54	1	ACRE	$15.54		$15.54
INSECTICIDE (AERIAL)	$18.95	1	ACRE	$18.95		$18.95
INSECTICIDE	$11.16	1	DOLLARS	$11.16		$11.16
PUMP WATER*		30	AC. IN.			
CROP INSURANCE	$0.53			$0.53		$0.53
SUBTOTAL				$193.49		$193.49

EST OPERATI	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
PLOW	185 HP	0.48	HR		$8.05	$14.82	$3.78	$7.22	$33.86
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
DRAG	80 HP	0.2	HR		$3.35	$3.63	$0.18	$0.28	$7.44
LISTER & SPRAY	140 HP	0.13	HR		$2.18	$3.03	$0.99	$2.53	$8.73
FERTILIZE	140 HP	0.05	HR		$0.84	$1.16	$0.21	$0.65	$2.87
PRE-IRRIGATE		0.75	HR		$12.58	$9.51	$0.37	$4.56	$27.02
ROLLING CULT	80 HP	0.13	HR		$2.18	$2.36	$0.60	$0.81	$5.95
PLANTER	140 HP	0.17	HR		$2.85	$3.96	$1.07	$3.91	$11.80
CULTIVATOR (2X)	80 HP	0.26	HR		$4.36	$4.72	$1.04	$0.64	$10.76
ROTO BUCK (6X)	140 HP	0.18	HR		$3.02	$4.19	$0.78	$2.61	$10.60
IRRIGATE (5X)		2.5	HR		$41.93	$47.56	$1.84	$22.80	$114.12
SUBTOTAL		5.13	HR		$86.03	$103.58	$12.89	$50.15	$252.65
HARVEST OPERATIONS									
COMBINE (CUSTOM)				$15.00					$15.00
HAUL (CUSTOM)				$13.30					$13.30
SUBTOTAL		0.00	HR	$28.30	$0.00	$0.00	$0.00	$0.00	$28.30
POST HARVEST OPERATIONS									
SHREDDER	126 HP	0.14	HR		$2.35	$3.26	$0.65	$2.41	$8.67
OVERHEAD EXPENSES									
DOWNTIME		0.505	HR		$8.47				$8.47
EMPLOYEE BENEFITS					$15.91				$15.91
INSURANCE				$1.77					$1.77
LAND TAXES								$1.87	$1.87
SUPERVISION AND MANAGEMENT					$41.01				$41.01
OTHER EXPENSES				$87.32					$87.32
SUBTOTAL		0.51	HR	$89.09	$65.39			$1.87	$156.35
TOTAL OPERATING EXPENSES		5.78	HR	$310.87	$153.76	$106.84	$13.55	$54.43	$639.46
NET OPERATING PROFIT									($114.46)
INTEREST ON OPERATING CAPITAL		($129.20	@	9.25%	)				$11.95
INTEREST ON EQUIPMENT INVESTMENT									$15.33
RETURN TO LAND AND RISK									($141.73)

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

BUDGET SUMMARY

GROSS RETURN		$525.00	
VARIABLE OPERATING EXPENSES	$431.26		
RETURN OVER VARIABLE EXPENSES		$93.74	(GROSS MARGIN)
FIXED EXPENSES	$54.43		
NET FARM INCOME		$39.31	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$153.76		
NET OPERATING PROFIT		($114.46)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$27.28		
RETURN TO LAND AND RISK		($141.73)	

TABLE 8. Upland cotton (picker), flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Actual 2024
Planting dates: April 1 - May 1
Harvest dates: October 1 - December 20

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
LINT	$0.70	1,125 LBS	$787.50
SEED	$0.13	1800 LBS	$225.00
DIRECT PAYMENT	$0.00	1080 LBS	$0.00
COUNTER CYCLICAL PAYMENT	$0.00	0 LBS	$0.00
TOTAL			$1,012.50

ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$8.10	18 LBS	$145.80		$145.80
ANHYDROUS AMMONIA (NH3)	$0.37	150 LBS	$55.88		$55.88
NITROGEN (N)	$0.83	30 LBS	$24.90		$24.90
PHOSPHATE (P2O5)	$0.45	80 LBS	$36.00		$36.00
HERBICIDE	$15.54	1 ACRE	$15.54		$15.54
INSECTICIDE	$11.16	1 ACRE	$11.16		$11.16
CROP INSURANCE	$0.18	FCIC	$0.18		$0.18
PUMP WATER*		26 AC. IN.			
SUBTOTAL			$289.46		$289.46

EST OPERATI	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP	0.28 HR		$4.70	$8.64	$2.04	$4.14	$19.51
PLOW	185 HP	0.48 HR		$8.05	$14.82	$3.78	$7.22	$33.86
DISC	185 HP	0.14 HR		$2.35	$4.32	$1.02	$2.07	$9.76
DRAG (2X)	80 HP	0.2 HR		$3.35	$3.63	$0.18	$0.28	$7.44
LISTER & SPRAY	140 HP	0.13 HR		$2.18	$3.03	$0.99	$2.53	$8.73
FERTILIZE	140 HP	0.05 HR		$0.84	$1.16	$0.21	$0.65	$2.87
PRE-IRRIGATE		0.75 HR		$12.58	$9.89	$0.38	$4.74	$27.59
ROLLING CULT	80 HP	0.13 HR		$2.18	$2.36	$0.60	$0.81	$5.95
PLANTER	140 HP	0.17 HR		$2.85	$3.96	$1.07	$3.91	$11.80
CULTIVATOR (3X)	80 HP	0.39 HR		$6.54	$7.08	$1.56	$0.96	$16.13
HAND HOE (CUSTOM) (2X)			$50.00					$50.00
ROTO BUCK (5X)	140 HP	0.15 HR		$2.52	$3.49	$0.65	$2.17	$8.83
IRRIGATE (4X)		2 HR		$33.54	$39.57	$1.53	$18.97	$93.60
SUBTOTAL		4.87 HR	$50.00	$81.67	$101.95	$14.01	$48.46	$296.08
HARVEST OPERATIONS								
COTTON PICKER (2X)	2 ROW	1.24 HR		$20.79	$22.35	$0.04	$30.70	$73.88
COTTON TRAILER (2X)	HALF TON	1 HR		$16.77	$18.77	$0.89	$10.99	$47.43
GIN COTTON (CUSTOM)			$208.80					$208.80
SUBTOTAL		2.24 HR	$208.80	$37.56	$41.12	$0.93	$41.69	$330.11
POST HARVEST OPERATIONS								
SHREDDER	126 HP	0.14 HR		$2.35	$3.26	$0.65	$2.41	$8.67
OVERHEAD EXPENSES								
DOWNTIME		1.0325 HR		$17.32				$17.32
EMPLOYEE BENEFITS				$21.88				$21.88
INSURANCE			$2.43					$2.43
LAND TAXES							$1.87	$1.87
SUPERVISION AND MANAGEMENT				$75.88				$75.88
OTHER EXPENSES			$87.32					$87.32
SUBTOTAL		1.03 HR	$89.75	$115.07			$1.87	$206.70
TOTAL OPERATING EXPENSES		8.28 HR	$638.01	$236.66	$146.33	$15.60	$94.43	$1,131.02
NET OPERATING PROFIT								($118.52)
INTEREST ON OPERATING CAPITAL		($195.60 @	9.25%)					$18.09
INTEREST ON EQUIPMENT INVESTMENT								$28.38
RETURN TO LAND AND RISK								($164.99)

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

BUDGET SUMMARY

GROSS RETURN		$1,012.50	
VARIABLE OPERATING EXPENSES	$799.93		
RETURN OVER VARIABLE EXPENSES		$212.57	(GROSS MARGIN)
FIXED EXPENSES	$94.43		
NET FARM INCOME		$118.14	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$236.66		
NET OPERATING PROFIT		($118.52)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$46.47		
RETURN TO LAND AND RISK		($164.99)	

TABLE 9. Green chile, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Actual 2024
Planting dates: March 15 - May 1
Harvesting dates: August 15 - September 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
GREEN CHILE	$650.00	11.00 TONS	$7,150.00
RED CHILE	$0.00	0.00 LBS	$0.00
TOTAL			$7,150.00

ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$125.00	4 LBS	$500.00		$500.00
ANHYDROUS AMMONIA (NH3)	$0.37	300 LBS	$111.75		$111.75
NITROGEN (N)	$0.83	60 LBS	$49.80		$49.80
PHOSPHATE (P2O5)	$0.45	150 LBS	$67.50		$67.50
HERBICIDE	$15.54	1 ACRE	$15.54		$15.54
INSECTICIDE	$15.54	1 ACRE	$15.54		$15.54
CROP INSURANCE	$72.58	1 DOLLARS	$72.58		$72.58
PUMP WATER*		54 AC. IN.			
SUBTOTAL			$832.70		$832.70

EST OPERATI	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		$2.35	$4.32	$1.02	$2.07	$9.76
PLOW	185 HP	0.48 HR		$8.05	$14.82	$3.78	$7.22	$33.86
DISC	185 HP	0.14 HR		$2.35	$4.32	$1.02	$2.07	$9.76
LASER (CUSTOM)			$73.33					$73.33
LISTER & SPRAY	140 HP	0.13 HR		$2.18	$3.03	$0.99	$2.53	$8.73
FERTILIZE	140 HP	0.05 HR		$0.84	$1.16	$0.21	$0.65	$2.87
PRE-IRRIGATE		0.75 HR		$12.58	$6.85	$0.26	$3.28	$22.97
ROLLING CULT	80 HP	0.13 HR		$2.18	$2.36	$0.60	$0.81	$5.95
PLANTER	140 HP	0.17 HR		$2.85	$3.96	$1.07	$3.91	$11.80
CULTIVATOR (5X)	80 HP	0.65 HR		$10.90	$11.80	$2.60	$1.60	$26.89
THIN & HOE (CUSTOM)			$90.00					$90.00
ROTO BUCK (7X)	140 HP	0.21 HR		$3.52	$4.89	$0.91	$3.04	$12.36
IRRIGATE (14X)		7 HR		$117.39	$95.87	$3.71	$45.96	$262.93
SUBTOTAL		9.85 HR	$163.33	$165.18	$153.38	$16.17	$73.15	$571.21
HARVEST OPERATIONS								
HARVEST GREEN (CUSTOM)			$1,089.00					$1,089.00
HARVEST RED (CUSTOM)			$0.00					$0.00
HAUL	3/4 TON	6 HR		$100.62	$112.64	$28.65	$37.86	$279.77
SUBTOTAL		6.00 HR	$1,089.00	$100.62	$112.64	$28.65	$37.86	$1,368.77
POST HARVEST OPERATIONS								
SHREDDER	80 HP	0.29 HR		$4.86	$5.26	$1.34	$1.82	$13.28
SUBTOTAL		0.29 HR	$0.00	$4.86	$5.26	$1.34	$1.82	$13.28
OVERHEAD EXPENSES								
DOWNTIME		0.565 HR		$9.48				$9.48
EMPLOYEE BENEFITS				$30.61				$30.61
INSURANCE			$3.40					$3.40
LAND TAXES							$1.87	$1.87
SUPERVISION AND MANAGEMENT				$191.91				$191.91
OTHER EXPENSES			$87.32					$87.32
SUBTOTAL		0.57 HR	$90.72	$231.99			$1.87	$324.59
TOTAL OPERATING EXPENSES		16.71 HR	$2,175.76	$502.66	$271.28	$46.16	$114.70	$3,110.56
NET OPERATING PROFIT								$4,039.44
INTEREST ON OPERATING CAPITAL		($561.81 @	9.25%)					$51.97
INTEREST ON EQUIPMENT INVESTMENT								$47.78
RETURN TO LAND AND RISK								$3,939.70

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

BUDGET SUMMARY

GROSS RETURN		$7,150.00	
VARIABLE OPERATING EXPENSES	$2,493.19		
RETURN OVER VARIABLE EXPENSES		$4,656.81	(GROSS MARGIN)
FIXED EXPENSES	$114.70		
NET FARM INCOME		$4,542.10	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$502.66		
NET OPERATING PROFIT		$4,039.44	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$99.75		
RETURN TO LAND AND RISK		$3,939.70	

TABLE 10. Red chile, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Actual 2024
Planting dates: March 15 - May 1
Harvesting dates: September 15 - January 31

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
RED CHILE	$1.00	2,000.00	LBS	$2,000.00
TOTAL				$2,000.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$125.00	4	LBS	$500.00		$500.00
ANHYDROUS AMMONIA (NH3)	$0.37	230	LBS	$85.68		$85.68
NITROGEN (N)	$0.83	60	LBS	$49.80		$49.80
PHOSPHATE (P2O5)	$0.45	150	LBS	$67.50		$67.50
HERBICIDE	$15.54	1	ACRE	$15.54		$15.54
INSECTICIDE	$15.54	1	ACRE	$15.54		$15.54
CROP INSURANCE	$76.22	1	DOLLARS	$76.22		$76.22
PUMP WATER*		48	AC. IN.			
SUBTOTAL				$810.28		$810.28

OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
PLOW	185 HP	0.48	HR		$8.05	$14.82	$3.78	$7.22	$33.86
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
DRAG (2X)	80 HP	0.2	HR		$3.35	$3.63	$0.18	$0.07	$7.24
LISTER	140 HP	0.12	HR		$2.01	$2.79	$0.83	$2.01	$7.65
FERTILIZE	140 HP	0.05	HR		$0.84	$1.16	$0.21	$0.65	$2.87
PRE-IRRIGATE		0.75	HR		$12.58	$7.61	$0.29	$3.65	$24.13
ROLLING CULT	80 HP	0.13	HR		$2.18	$2.36	$0.60	$0.81	$5.95
PLANTER	140 HP	0.17	HR		$2.85	$3.96	$1.07	$3.91	$11.80
CULTIVATOR (5X)	80 HP	0.65	HR		$10.90	$11.80	$2.60	$1.60	$26.89
THIN & HOE (CUSTOM)				$90.00					$90.00
ROTO BUCK (7X)	140 HP	0.21	HR		$3.52	$4.89	$0.91	$3.04	$12.36
IRRIGATE (11X)		5.5	HR		$92.24	$83.70	$3.24	$40.12	$219.29
SUBTOTAL		8.54	HR	$90.00	$143.22	$145.36	$15.75	$67.24	$461.56
HARVEST OPERATIONS									
HARVEST (CUSTOM)				$440.00					$440.00
HAUL	3/4 TON	3	HR		$50.31	$56.32	$14.33	$18.93	$139.89
SUBTOTAL		3.00	HR	$440.00	$50.31	$56.32	$14.33	$18.93	$579.89
POST HARVEST OPERATIONS									
SHREDDER	80 HP	0.29	HR		$4.86	$5.26	$0.97	$1.54	$12.64
SUBTOTAL		0.29	HR	$0.00	$4.86	$5.26	$0.97	$1.54	$12.64
OVERHEAD EXPENSES									
DOWNTIME		1.395	HR		$23.39				$23.39
EMPLOYEE BENEFITS					$34.83				$34.83
INSURANCE				$3.87					$3.87
LAND TAXES								$1.87	$1.87
SUPERVISION AND MANAGEMENT					$166.46				$166.46
OTHER EXPENSES				$87.32					$87.32
SUBTOTAL		1.40	HR	$91.19	$224.69			$1.87	$317.75
TOTAL OPERATING EXPENSES		13.23	HR	$1,431.47	$423.08	$206.94	$31.04	$89.58	$2,182.11
NET OPERATING PROFIT									($182.11)
INTEREST ON OPERATING CAPITAL		($488.49	@	9.25%	)				$45.19
INTEREST ON EQUIPMENT INVESTMENT									$32.12
RETURN TO LAND AND RISK									($259.42)

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

BUDGET SUMMARY

GROSS RETURN		$2,000.00	
VARIABLE OPERATING EXPENSES	$1,669.46		
RETURN OVER VARIABLE EXPENSES		$330.54	(GROSS MARGIN)
FIXED EXPENSES	$89.58		
NET FARM INCOME		$240.96	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$423.08		
NET OPERATING PROFIT		($182.11)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$77.30		
RETURN TO LAND AND RISK		($259.42)	

TABLE 11. Spring lettuce, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Actual 2024
Planting dates: January 1 - February 5
Harvesting dates: May 15 - June 15

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
SPRING LETTUCE	$21.64	475.00	CARTONS	$10,279.00
TOTAL				$10,279.00

ED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$17.96	4	LBS	$71.84		$71.84
ANHYDROUS AMMONIA (NH3)	$0.37	250	LBS	$93.13		$93.13
NITROGEN (N)	$0.83	50	LBS	$41.50		$41.50
PHOSPHATE (P2O5)	$0.45	150	LBS	$67.50		$67.50
INSECTICIDE	$92.45	1	X/ACRE	$92.45		$92.45
PUMP WATER*		24	AC. IN.			
SUBTOTAL				$366.42		$366.42

EST OPERATIO	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
PLOW	185 HP	0.48	HR		$8.05	$14.82	$3.78	$7.22	$33.86
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
LASER PLANE (CUSTOM)				$73.33	$0.00	$0.00	$0.00	$0.00	$73.33
FERTILIZE	140 HP	0.05	HR		$0.84	$1.16	$0.21	$0.65	$2.87
DISC & SPRAY	185 HP	0.17	HR		$2.85	$5.25	$1.35	$2.97	$12.42
LISTER	140 HP	0.12	HR		$2.01	$2.79	$0.83	$2.01	$7.65
PRE-IRRIGATE		0.75	HR		$12.58	$7.61	$0.29	$3.65	$24.13
ROLLING CULT	80 HP	0.13	HR		$2.18	$2.36	$0.60	$0.81	$5.95
VEG-PLANT SHAPER	140 HP	0.26	HR		$4.36	$6.05	$1.30	$9.64	$21.36
CULT & SIDEDRESS (2X)	80 HP	0.66	HR		$11.07	$11.98	$2.84	$3.75	$29.63
ROLLING CULT	80 HP	0.13	HR		$2.18	$2.36	$0.60	$0.81	$5.95
THIN & HOE (CUSTOM)				$120.00					$120.00
SPRAY	80 HP	0.11	HR		$1.84	$2.00	$0.17	$0.41	$4.42
DUSTER (CUSTOM)				$5.00					$5.00
ROTO BUCK (5X)	140 HP	0.15	HR		$2.52	$3.49	$0.65	$2.17	$8.83
IRRIGATE (5X)		2.5	HR		$41.93	$38.04	$1.47	$18.24	$99.68
SUBTOTAL		5.79	HR	$198.33	$97.10	$106.56	$16.13	$56.48	$474.60
HARVEST OPERATIONS									
HARVEST (CUSTOM)				$878.75					$878.75
CARTONS (CUSTOM)				$403.75					$403.75
HAUL (CUSTOM)				$142.50					$142.50
BROKERAGE (CUSTOM)				$950.81					$950.81
SUBTOTAL		0.00	HR	$2,375.81	$0.00	$0.00	$0.00	$0.00	$2,375.81
OVERHEAD EXPENSES									
DOWNTIME		0.5025	HR		$8.43				$8.43
EMPLOYEE BENEFITS					$17.48				$17.48
INSURANCE				$1.94					$1.94
LAND TAXES								$1.87	$1.87
SUPERVISION AND MANAGEMENT					$107.24				$107.24
OTHER EXPENSES				$87.32					$87.32
SUBTOTAL		0.50	HR	$89.26	$133.15			$1.87	$224.28
TOTAL OPERATING EXPENSES		6.29	HR	$3,029.82	$230.24	$106.56	$16.13	$58.35	$3,441.11
NET OPERATING PROFIT									$6,837.89
INTEREST ON OPERATING CAPITAL		($411.87	@	9.25%)					$38.10
INTEREST ON EQUIPMENT INVESTMENT									$19.16
RETURN TO LAND AND RISK									$6,780.63

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

BUDGET SUMMARY

GROSS RETURN		$10,279.00	
VARIABLE OPERATING EXPENSES	$3,152.51		
RETURN OVER VARIABLE EXPENSES		$7,126.49	(GROSS MARGIN)
FIXED EXPENSES	$58.35		
NET FARM INCOME		$7,068.14	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$230.24		
NET OPERATING PROFIT		$6,837.89	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$57.26		
RETURN TO LAND AND RISK		$6,780.63	

TABLE 12. Fall lettuce, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Actual 2024
Planting dates: July 20 - August 10
Harvesting dates: October 1 - October 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
FALL LETTUCE	$14.64	500.00	$7,320.00
TOTAL			$7,320.00

ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$17.96	4 LBS	$71.84		$71.84
ANHYDROUS AMMONIA (NH3)	$0.37	250 LBS	$93.13		$93.13
NITROGEN (N)	$0.83	50 LBS	$41.50		$41.50
PHOSPHATE (P2O5)	$0.45	150 LBS	$67.50		$67.50
HERBICIDE	$18.56	1 X/ACRE	$18.56		$18.56
INSECTICIDE	$92.58	1 X/ACRE	$92.58		$92.58
PUMP WATER*		40 AC. IN.			
SUBTOTAL			$385.11		$385.11

EST OPERATIO	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		$2.35	$4.32	$1.02	$2.07	$9.76
PLOW	185 HP	0.48 HR		$8.05	$14.82	$3.78	$7.22	$33.86
DISC	185 HP	0.14 HR		$2.35	$4.32	$1.02	$2.07	$9.76
LASER PLANE (CUSTOM)			$73.33	$0.00	$0.00	$0.00	$0.00	$73.33
FERTILIZE	140 HP	0.05 HR		$0.84	$1.16	$0.21	$0.65	$2.87
DISC & SPRAY	185 HP	0.17 HR		$2.85	$5.25	$1.35	$2.97	$12.42
LISTER	140 HP	0.12 HR		$2.01	$2.79	$0.83	$2.01	$7.65
PRE-IRRIGATE		0.75 HR		$12.58	$9.51	$0.37	$4.56	$27.02
ROLLING CULT	80 HP	0.13 HR		$2.18	$2.36	$0.60	$0.81	$5.95
VEG-PLANT SHAPER	140 HP	0.26 HR		$4.36	$6.05	$1.30	$9.64	$21.36
CULT & SIDEDRESS (2X)	80 HP	0.66 HR		$11.07	$11.98	$2.84	$3.75	$29.63
ROLLING CULT	80 HP	0.13 HR		$2.18	$2.36	$0.60	$0.81	$5.95
THIN & HOE (CUSTOM)			$180.00					$180.00
SPRAY	80 HP	0.11 HR		$1.84	$2.00	$0.17	$0.41	$4.42
DUSTER (CUSTOM)			$15.00					$15.00
ROTO BUCK (7X)	140 HP	0.21 HR		$3.52	$4.89	$0.91	$3.04	$12.36
IRRIGATE (7X)		3.5 HR		$58.70	$66.58	$2.57	$31.92	$159.76
SUBTOTAL		6.85 HR	$268.33	$114.87	$138.39	$17.57	$71.94	$611.11
HARVEST OPERATIONS								
HARVEST (CUSTOM)			$925.00					$925.00
CARTONS (CUSTOM)			$425.00					$425.00
HAUL (CUSTOM)			$150.00					$150.00
BROKERAGE (CUSTOM)			$677.10					$677.10
SUBTOTAL		0.00 HR	$2,177.10	$0.00	$0.00	$0.00	$0.00	$2,177.10
OVERHEAD EXPENSES								
DOWNTIME		0.5175 HR		$8.68				$8.68
EMPLOYEE BENEFITS				$20.68				$20.68
INSURANCE			$2.30					$2.30
LAND TAXES							$1.87	$1.87
SUPERVISION AND MANAGEMENT				$126.63				$126.63
OTHER EXPENSES			$87.32					$87.32
SUBTOTAL		0.52 HR	$89.62	$155.99			$1.87	$247.48
TOTAL OPERATING EXPENSES		7.37 HR	$2,920.16	$270.86	$138.39	$17.57	$73.81	$3,420.79
NET OPERATING PROFIT								$3,899.21
INTEREST ON OPERATING CAPITAL		($412.97 @	9.25%)					$38.20
INTEREST ON EQUIPMENT INVESTMENT								$20.91
RETURN TO LAND AND RISK								$3,840.10

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

BUDGET SUMMARY

GROSS RETURN		$7,320.00	
VARIABLE OPERATING EXPENSES	$3,076.11		
RETURN OVER VARIABLE EXPENSES		$4,243.89	(GROSS MARGIN)
FIXED EXPENSES	$73.81		
NET FARM INCOME		$4,170.07	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$270.86		
NET OPERATING PROFIT		$3,899.21	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$59.11		
RETURN TO LAND AND RISK		$3,840.10	

TABLE 13. Fall onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Actual 2024
Planting dates: October 1 - October 31
Harvesting dates: June 1 - July 15

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
FALL ONIONS	$17.40	820.00	SACKS	$14,268.00
TOTAL				$14,268.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$200.00	4	LBS	$800.00		$800.00
ANHYDROUS AMMONIA (NH3)	$0.37	450	LBS	$167.63		$167.63
NITROGEN (N)	$0.83	75	LBS	$62.25		$62.25
PHOSPHATE (P2O5)	$0.45	180	LBS	$81.00		$81.00
HERBICIDE	$22.26	1	X/ACRE	$22.26		$22.26
INSECTICIDE	$84.85	1	X/ACRE	$84.85		$84.85
PUMP WATER*		56	AC. IN.			
SUBTOTAL				$1,217.99		$1,217.99

OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
PLOW	185 HP	0.48	HR		$8.05	$14.82	$3.78	$7.22	$33.86
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
LASER PLANE (CUSTOM)				$73.33	$0.00	$0.00	$0.00	$0.00	$73.33
FERTILIZE	140 HP	0.05	HR		$0.84	$1.16	$0.21	$0.65	$2.87
DISC & SPRAY	185 HP	0.17	HR		$2.85	$5.25	$1.35	$2.97	$12.42
LISTER	140 HP	0.12	HR		$2.01	$2.79	$0.83	$2.01	$7.65
PRE-IRRIGATE		0.75	HR		$12.58	$7.61	$0.29	$3.65	$24.13
ROLLING CULT	80 HP	0.13	HR		$2.18	$2.36	$0.60	$0.81	$5.95
VEG-PLANT SHAPER	140 HP	0.26	HR		$4.36	$6.05	$1.30	$9.64	$21.36
CULT & SIDEDRESS (2X)	80 HP	0.66	HR		$11.07	$11.98	$2.84	$3.75	$29.63
ROLLING CULT	80 HP	0.13	HR		$2.18	$2.36	$0.60	$0.81	$5.95
THIN & HOE (CUSTOM)				$120.00					$120.00
ROTO BUCK (9X)	140 HP	0.27	HR		$4.53	$6.29	$1.16	$3.91	$15.89
IRRIGATE (13X)		6.5	HR		$109.01	$98.91	$3.82	$47.42	$259.16
SUBTOTAL		9.80	HR	$193.33	$164.35	$168.23	$18.83	$86.99	$631.73
HARVEST OPERATIONS									
ONION KNIVES	80 HP	0.27	HR		$4.53	$4.90	$0.49	$3.82	$13.74
HARVEST & HAUL (CUSTOM)				$902.00					$902.00
BAG RENTAL				$82.00					$82.00
FIELD LOAD (CUSTOM)				$0.00					$0.00
PROCESSING (CUSTOM)				$1,558.00					$1,558.00
CONTAINER CHARGE				$328.00					$328.00
BROKERAGE (CUSTOM)				$1,284.12					$1,284.12
SUBTOTAL		0.27	HR	$4,154.12	$4.53	$4.90	$0.49	$3.82	$4,167.86
OVERHEAD EXPENSES									
DOWNTIME		0.6	HR		$10.06				$10.06
EMPLOYEE BENEFITS					$30.40				$30.40
INSURANCE				$3.38					$3.38
LAND TAXES								$1.87	$1.87
SUPERVISION AND MANAGEMENT					$223.49				$223.49
OTHER EXPENSES				$87.32					$87.32
SUBTOTAL		0.60	HR	$90.70	$263.95			$1.87	$356.52
TOTAL OPERATING EXPENSES		10.67	HR	$5,656.13	$432.83	$173.13	$19.32	$92.68	$6,374.09
NET OPERATING PROFIT									$7,893.91
INTEREST ON OPERATING CAPITAL		($1,002.38	@	9.25%	)				$92.72
INTEREST ON EQUIPMENT INVESTMENT									$24.50
RETURN TO LAND AND RISK									$7,776.69

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

BUDGET SUMMARY

GROSS RETURN		$14,268.00	
VARIABLE OPERATING EXPENSES	$5,848.58		
RETURN OVER VARIABLE EXPENSES		$8,419.42	(GROSS MARGIN)
FIXED EXPENSES	$92.68		
NET FARM INCOME		$8,326.73	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$432.83		
NET OPERATING PROFIT		$7,893.91	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$117.22		
RETURN TO LAND AND RISK		$7,776.69	

TABLE 14. Midseason yellow onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2022

Planting dates: January 15 - February 15
Harvesting dates: June 1 - July 15

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
MIDSEASON YELLOW ONIONS	$17.40	670.00	SACKS	$11,658.00
TOTAL				$11,658.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$200.00	4	LBS	$800.00		$800.00
ANHYDROUS AMMONIA (NH3)	$0.37	450	LBS	$167.63		$167.63
NITROGEN (N)	$0.83	75	LBS	$62.25		$62.25
PHOSPHATE (P2O5)	$0.45	180	LBS	$81.00		$81.00
HERBICIDE	$64.72	1	X/ACRE	$64.72		$64.72
INSECTICIDE	$76.22	1	X/ACRE	$76.22		$76.22
PUMP WATER*		48	AC. IN.			
SUBTOTAL				$1,251.82		$1,251.82

OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
PLOW	185 HP	0.48	HR		$8.05	$14.82	$3.78	$7.22	$33.86
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
LASER PLANE (CUSTOM)				$73.33	$0.00	$0.00	$0.00	$0.00	$73.33
FERTILIZE	140 HP	0.05	HR		$0.84	$1.16	$0.21	$0.65	$2.87
DISC & SPRAY	185 HP	0.17	HR		$2.85	$5.25	$1.35	$2.97	$12.42
LISTER	126 HP	0.12	HR		$2.01	$2.79	$0.83	$2.01	$7.65
PRE-IRRIGATE		0.75	HR		$12.58	$6.52	$0.25	$3.13	$22.48
ROLLING CULT	80 HP	0.13	HR		$2.18	$2.36	$0.60	$0.81	$5.95
VEG-PLANT SHAPER	140 HP	0.26	HR		$4.36	$6.05	$1.30	$9.64	$21.36
CULT & SIDEDRESS (2X)	80 HP	0.66	HR		$11.07	$11.98	$2.84	$3.75	$29.63
ROLLING CULT	80 HP	0.13	HR		$2.18	$2.36	$0.60	$0.81	$5.95
THIN & HOE (CUSTOM)				$120.00					$120.00
ROTO BUCK (9X)	140 HP	0.27	HR		$4.53	$6.29	$1.16	$3.91	$15.89
IRRIGATE (13X)		6.5	HR		$109.01	$84.78	$3.28	$40.64	$237.71
SUBTOTAL		9.80	HR	$193.33	$164.35	$153.01	$18.24	$79.70	$608.63
HARVEST OPERATIONS									
ONION KNIVES	80 HP	0.27	HR		$4.53	$4.90	$0.49	$3.82	$13.74
HARVEST & HAUL (CUSTOM)				$737.00					$737.00
BAG RENTAL				$67.00					$67.00
FIELD LOAD (CUSTOM)				$0.00					$0.00
PROCESSING (CUSTOM)				$1,273.00					$1,273.00
CONTAINER CHARGE				$268.00					$268.00
BROKERAGE (CUSTOM)				$1,049.22					$1,049.22
SUBTOTAL		0.27	HR	$3,394.22	$4.53	$4.90	$0.49	$3.82	$3,407.96
OVERHEAD EXPENSES									
DOWNTIME		0.6	HR		$10.06				$10.06
EMPLOYEE BENEFITS					$30.40				$30.40
INSURANCE				$3.38					$3.38
LAND TAXES								$1.87	$1.87
SUPERVISION AND MANAGEMENT					$224.57				$224.57
OTHER EXPENSES				$87.32					$87.32
SUBTOTAL		0.60	HR	$90.70	$265.03			$1.87	$357.60
TOTAL OPERATING EXPENSES		10.67	HR	$4,930.06	$433.90	$157.91	$18.73	$85.39	$5,626.00
NET OPERATING PROFIT									$6,032.00
INTEREST ON OPERATING CAPITAL		($952.02	@	9.25%)					$88.06
INTEREST ON EQUIPMENT INVESTMENT									$23.84
RETURN TO LAND AND RISK									$5,920.10

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

BUDGET SUMMARY

GROSS RETURN		$11,658.00	
VARIABLE OPERATING EXPENSES	$5,106.71		
RETURN OVER VARIABLE EXPENSES		$6,551.29	(GROSS MARGIN)
FIXED EXPENSES	$85.39		
NET FARM INCOME		$6,465.90	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$433.90		
NET OPERATING PROFIT		$6,032.00	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$111.90		
RETURN TO LAND AND RISK		$5,920.10	

TABLE 15. Late season onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Actual 2024
Planting dates: January 15 - February 15
Harvesting dates: August 1 - August 15

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
LATE SEASON ONIONS	$16.20	820.00	SACKS	$13,284.00
TOTAL				$13,284.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$200.00	4	LBS	$800.00		$800.00
ANHYDROUS AMMONIA (NH3)	$0.37	400	LBS	$149.00		$149.00
NITROGEN (N)	$0.83	75	LBS	$62.25		$62.25
PHOSPHATE (P2O5)	$0.45	180	LBS	$81.00		$81.00
HERBICIDE	$64.72	1	X/ACRE	$64.72		$64.72
INSECTICIDE	$76.22	1	X/ACRE	$76.22		$76.22
PUMP WATER*		48	AC. IN.			
SUBTOTAL				$1,233.19		$1,233.19

OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
PLOW	185 HP	0.48	HR		$8.05	$14.82	$3.78	$7.22	$33.86
DISC	185 HP	0.14	HR		$2.35	$4.32	$1.02	$2.07	$9.76
LASER PLANE (CUSTOM)				$73.33	$0.00	$0.00	$0.00	$0.00	$73.33
FERTILIZE	140 HP	0.05	HR		$0.84	$1.16	$0.21	$0.65	$2.87
DISC & SPRAY	185 HP	0.17	HR		$2.85	$5.25	$1.35	$2.97	$12.42
LISTER	140 HP	0.12	HR		$2.01	$2.79	$0.83	$2.01	$7.65
PRE-IRRIGATE		0.75	HR		$12.58	$6.52	$0.25	$3.13	$22.48
ROLLING CULT	80 HP	0.13	HR		$2.18	$2.36	$0.60	$0.81	$5.95
VEG-PLANT SHAPER	140 HP	0.26	HR		$4.36	$6.05	$1.30	$9.64	$21.36
CULT & SIDEDRESS (2X)	80 HP	0.66	HR		$11.07	$11.98	$2.84	$3.75	$29.63
ROLLING CULT	80 HP	0.13	HR		$2.18	$2.36	$0.60	$0.81	$5.95
THIN & HOE (CUSTOM)				$120.00					$120.00
ROTO BUCK (9X)	140 HP	0.27	HR		$4.53	$6.29	$1.16	$3.91	$15.89
IRRIGATE (13X)		6.5	HR		$109.01	$84.78	$3.28	$40.64	$237.71
SUBTOTAL		9.80	HR	$193.33	$164.35	$153.01	$18.24	$79.70	$608.63
HARVEST OPERATIONS									
ONION KNIVES	80 HP	0.27	HR		$4.53	$4.90	$0.49	$3.82	$13.74
HARVEST & HAUL (CUSTOM)				$902.00					$902.00
BAG RENTAL				$82.00					$82.00
FIELD LOAD (CUSTOM)				$0.00					$0.00
PROCESSING (CUSTOM)				$1,558.00					$1,558.00
CONTAINER CHARGE				$328.00					$328.00
BROKERAGE (CUSTOM)				$1,195.56					$1,195.56
SUBTOTAL		0.27	HR	$4,065.56	$4.53	$4.90	$0.49	$3.82	$4,079.30
OVERHEAD EXPENSES									
DOWNTIME		0.6	HR		$10.06				$10.06
EMPLOYEE BENEFITS					$30.40				$30.40
INSURANCE				$3.38					$3.38
LAND TAXES								$1.87	$1.87
SUPERVISION AND MANAGEMENT					$222.70				$222.70
OTHER EXPENSES				$87.32					$87.32
SUBTOTAL		0.60	HR	$90.70	$263.16			$1.87	$355.73
TOTAL OPERATING EXPENSES		10.67	HR	$5,582.78	$432.04	$157.91	$18.73	$85.39	$6,276.85
NET OPERATING PROFIT									$7,007.15
INTEREST ON OPERATING CAPITAL		($998.65	@	9.25%)					$92.38
INTEREST ON EQUIPMENT INVESTMENT									$23.84
RETURN TO LAND AND RISK									$6,890.94

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

BUDGET SUMMARY

GROSS RETURN		$13,284.00	
VARIABLE OPERATING EXPENSES	$5,759.42		
RETURN OVER VARIABLE EXPENSES		$7,524.58	(GROSS MARGIN)
FIXED EXPENSES	$85.39		
NET FARM INCOME		$7,439.19	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$432.04		
NET OPERATING PROFIT		$7,007.15	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$116.22		
RETURN TO LAND AND RISK		$6,890.94	

TABLE 16. Summary of per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Actual 2024

	WHEAT	GRAIN SORGHUM	PICKER COTTON	GREEN CHILE	RED CHILE	SPRING LETTUCE	FALL LETTUCE	FALL ONIONS	MIDSEASON ONIONS	LATE ONIONS
	CWT	CWT	LBS	TONS/LBS	LBS	CARTONS	CARTONS	SACKS	SACKS	SACKS
PRIMARY YIELD	50	70	1,125	11	2,000	475	500	820	670	820
PRIMARY PRICE	$9.30	$7.50	$0.70	$650.00	$1.00	$21.64	$14.64	$17.40	$17.40	$16.20
GOVERNMENT PAYMENTS	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
SECOND INCOME	$0.00	$0.00	$225.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
GROSS RETURN	$465.00	$525.00	$1,012.50	$7,150.00	$2,000.00	$10,279.00	$7,320.00	$14,268.00	$11,658.00	$13,284.00
CASH OPERATING EXPENSES										
SEED	$50.00	$16.40	$145.80	$500.00	$500.00	$71.84	$71.84	$800.00	$800.00	$800.00
FERTILIZER	$154.03	$130.90	$116.78	$229.05	$202.98	$202.13	$202.13	$310.88	$310.88	$292.25
CHEMICALS		$45.65	$26.70	$31.08	$31.08	$92.45	$111.14	$107.11	$140.94	$140.94
CROP INSURANCE	$0.74	$0.53	$0.18	$72.58	$76.22					
OTHER PURCHASED INPUTS										
CANAL WATER										
FUEL, OIL & LUBRICANTS-EQUIPMENT	$16.79	$49.77	$96.87	$168.56	$115.64	$60.91	$62.30	$66.60	$66.60	$66.60
FUEL-IRRIGATION	$38.04	$57.07	$49.46	$102.72	$91.31	$45.65	$76.09	$106.52	$91.31	$91.31
REPAIRS	$5.51	$13.55	$15.60	$46.16	$31.04	$16.13	$17.57	$19.32	$18.73	$18.73
CUSTOM CHARGES	$35.50	$28.30	$258.80	$1,252.33	$530.00	$2,574.14	$2,445.43	$4,347.45	$3,587.55	$4,258.89
LAND TAXES	$1.87	$1.87	$1.87	$1.87	$1.87	$1.87	$1.87	$1.87	$1.87	$1.87
OTHER EXPENSES	$88.20	$89.09	$89.75	$90.72	$91.19	$89.26	$89.62	$90.70	$90.70	$90.70
TOTAL CASH EXPENSES	$390.68	$433.13	$801.81	$2,495.07	$1,671.33	$3,154.38	$3,077.99	$5,850.46	$5,108.58	$5,761.30
RETURN OVER CASH EXPENSES	$74.32	$91.87	$210.69	$4,654.93	$328.67	$7,124.62	$4,242.01	$8,417.54	$6,549.42	$7,522.70
FIXED EXPENSES	$33.98	$52.56	$92.56	$112.83	$87.71	$56.48	$71.94	$90.81	$83.51	$83.51
TOTAL EXPENSES	$424.66	$485.69	$894.36	$2,607.90	$1,759.04	$3,210.86	$3,149.93	$5,941.27	$5,192.10	$5,844.81
NET FARM INCOME	$40.34	$39.31	$118.14	$4,542.10	$240.96	$7,068.14	$4,170.07	$8,326.73	$6,465.90	$7,439.19
LABOR AND MANAGEMENT COSTS	$89.55	$153.76	$236.66	$502.66	$423.08	$230.24	$270.86	$432.83	$433.90	$432.04
NET OPERATING PROFIT	($49.21)	($114.46)	($118.52)	$4,039.44	($182.11)	$6,837.89	$3,899.21	$7,893.91	$6,032.00	$7,007.15
CAPITAL COSTS										
INTEREST ON OPERATING CAPITAL	$11.14	$11.95	$18.09	$51.97	$45.19	$38.10	$38.20	$92.72	$88.06	$92.38
INTEREST ON EQUIPMENT INVESTMENT	$8.52	$15.33	$28.38	$47.78	$32.12	$19.16	$20.91	$24.50	$23.84	$23.84
TOTAL CAPITAL COSTS	$19.66	$27.28	$46.47	$99.75	$77.30	$57.26	$59.11	$117.22	$111.90	$116.22
RETURN TO LAND AND RISK	($68.87)	($141.73)	($164.99)	$3,939.70	($259.42)	$6,780.63	$3,840.10	$7,776.69	$5,920.10	$6,890.94

TABLE 17. Whole farm summary, Deming area, Luna County, Actual 2024

GROSS RETURNS					
WHEAT	68.00	ACRES			
CROP			$31,620		
DIRECT PAYMENT			$0		
COUNTER CYCLICAL PAYMENT			$0		
GRAIN SORGHUM	93.50	ACRES			
CROP			$49,088		
DIRECT PAYMENT			$0		
COUNTER CYCLICAL PAYMENT			$0		
UPLAND COTTON	348.50	ACRES			
LINT			$274,444		
SEED			$78,413		
DIRECT PAYMENT			$0		
COUNTER CYCLICAL PAYMENT			$0		
GREEN CHILE	40.00	ACRES			
GREEN			$286,000		
RED			$0		
RED CHILE	40.00	ACRES			
CROP			$80,000		
SPRING LETTUCE	10.00	ACRES			
CROP			$102,790		
FALL LETTUCE	10.00	ACRES			
CROP			$73,200		
FALL ONIONS	10.00	ACRES			
CROP			$142,680		
MIDSEASON ONIONS	10.00	ACRES			
CROP			$116,580		
LATE SEASON ONIONS	10.00	ACRES			
CROP			$132,840		
GROSS RETURN					$1,367,654
CASH OPERATING EXPENSES					
SEED			$121,182		
FERTILIZER			$93,872		
CHEMICALS			$21,986		
CROP INSURANCE			$6,102		
OTHER PURCHASED INPUTS			$0		
CANAL WATER			$0		
FUEL, OIL & LUBRICANTS-EQUIPMENT			$54,154		
FUEL-IRRIGATION			$37,028		
REPAIRS			$11,069		
CUSTOM CHARGES			$338,680		
LAND TAXES			$1,198		
OTHER EXPENSES			$57,392		
TOTAL CASH EXPENSES				$742,664	
RETURN OVER CASH EXPENSES					$624,990
FIXED EXPENSES			$51,365		
TOTAL EXPENSES				$794,029	
NET FARM INCOME					$573,625
LABOR AND MANAGEMENT COSTS			$157,970		
NET OPERATING PROFIT					$415,655
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL			$15,561		
INTEREST ON EQUIPMENT INVESTMENT			$16,220		
TOTAL CAPITAL COSTS				$31,781	
RETURN TO LAND AND RISK					$383,873

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
$500 /ACRE	$378,062	56.68%
$700 /ACRE	$375,738	48.26%
$900 /ACRE	$373,413	42.01%
$1,100 /ACRE	$371,089	37.20%
$1,300 /ACRE	$368,764	33.38%
$1,500 /ACRE	$366,440	30.27%

* 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)