

TABLE 1. Acreage Summary, Quay County,
Autual 2024

BUDGET AREA.....	SAN JON-NARA VISA AREA, QUAY COUNTY	
FARM SIZE.....	800 ACRES	
IRRIGATION TYPE.....	DRYLAND	
NUMBER OF CROPS...	3	
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ACREAGE SUMMARY:	LAND USE	(ACRES)
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ALFALFA ESTABLISHMENT	6.00	*
ALFALFA	60.00	
GRAIN SORGHUM	289.00	
ARP	0.00	
FLEX IN GRAIN SORGHUM	51.00	
WHEAT	340.00	
ARP	0.00	
FLEX IN GRAIN SORGHUM	60.00	
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TOTAL	800.00	

* DOUBLE-CROPPED

TABLE 2. Basic cost information for the San Jon-Nara Visa area, Quay County,
Autual 2024

Item			
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Labor Wage Rate:			
Equipment operators		\$/hour	\$20.00
General & Irrigators		\$/hour	\$16.77
Purchased Inputs:			
Seed:			
Alfalfa		\$/pound	\$4.12
Grain Sorghum		\$/pound	\$2.78
Wheat		\$/pound	\$0.39
Energy:			
Diesel fuel		\$/gallon	\$3.98
Gasoline		\$/gallon	\$3.12
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	\$38.00	/acre (full value)	\$0.42
Personal Property Tax Rate	-NR - R	\$/(\$1,000 (Assessed Value)	\$33.45 \$27.81
Supervision Factor		\$/labor hour	\$1.00
Management Rate		percent	7.00%

TABLE 3. Overhead cost information for the San Jon-Nara Visa area, Quay County,
Autual 2024

Item				
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Electricity (Domestic & Shop)		\$236.80	per month	\$2,842
Telephone		\$140.80	per month	\$1,690
Accounting & Legal				\$1,619
Misc. Supplies & Hand Tools				\$2,362
Pickup and Auto				
miles	26,368	@	\$0.700 per mile	\$18,458
Insurance				
- general liability (non-employee)				\$1,542
- fire/theft				\$1,299
Property Taxes				
- non-planted land				\$0
- other than land & machinery				\$0
Building repairs and maintenance				\$6,010
Dues, fees, publications				\$1,024
Farmstead Equipment				\$486
Total				\$37,332
Total per planted acre				\$46.66

TABLE 5. Alfalfa establishment, dryland, budgeted per acre costs and returns for an 800 acre farm with above average management, San Jon-Nara Visa area, Quay County, Autual 2024
Planting dates: August 1 - August 31

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
<u>PURCHASED INPUTS</u>								
ALFALFA SEED	\$4.12	10 LBS		\$41.20				\$41.20
WHEAT SEED	\$0.39	30 LBS		\$11.70				\$11.70
SUBTOTAL				\$52.90				\$52.90
<u>PREHARVEST OPERATIONS</u>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWEEP	145 HP	0.10 HR		\$2.00	\$3.57	\$0.84	\$3.79	\$10.20
RODWEEDER	96 HP	0.08 HR		\$1.60	\$1.94	\$0.13	\$0.25	\$3.92
DRILL WHEAT	96 HP	0.09 HR		\$1.80	\$2.18	\$0.17	\$1.50	\$5.66
FLY ON ALFALFA SEED			\$4.50					\$4.50
SUBTOTAL		0.27 HR	\$4.50	\$5.40	\$7.69	\$1.15	\$5.54	\$24.28
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		0.07 HR		\$1.35				\$1.35
EMPLOYEE BENEFITS				\$0.97				\$0.97
INSURANCE			\$0.11					\$0.11
SUPERVISION AND MANAGEMENT				\$5.74				\$5.74
SUBTOTAL		0.07 HR	\$0.11	\$8.06				\$8.17
<u>TOTAL OPERATING EXPENSES</u>		0.34 HR	\$57.51	\$13.46	\$7.69	\$1.15	\$5.54	\$85.35

TABLE 6. Alfalfa hay, dryland, budgeted per acre costs and returns for an 800 acre farm with above average management, San Jon-Nara Visa area, Quay County,
 Actual 2024
 Harvesting dates: June 15 - October 1

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALF/ FA HAY	\$254.00	1.50 TONS (IN FIELD)						\$381.00
GRAZING	\$20.00	1.00 ACRE						\$20.00
TOTAL								\$401.00
PURCHASED INPUTS								
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
WIRE	\$2.60	13 LBS	\$33.42					\$33.42
ESTABLISHMENT: Principal		6 YEARS					\$14.23	\$14.23
: Interest							\$4.62	\$4.62
SUBTOTAL			\$33.42				\$18.85	\$52.27
HARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER (3X)	14 FT SP	0.48 HR		\$9.60	\$7.15	\$0.26	\$25.47	\$42.49
BALER (3X)	96 HP	0.63 HR		\$12.60	\$15.27	\$0.64	\$4.10	\$32.61
SUBTOTAL		1.11 HR		\$22.20	\$22.42	\$0.91	\$29.57	\$75.10
OVERHEAD EXPENSES								
DOWNTIME		0.28 HR		\$5.55				\$5.55
EMPLOYEE BENEFITS				\$4.00				\$4.00
INSURANCE			\$0.44					\$0.44
LAND TAXES							\$0.42	\$0.42
SUPERVISION AND MANAGEMENT				\$29.18				\$29.18
OTHER EXPENSES			\$46.66					\$46.66
SUBTOTAL		0.28 HR		\$47.11	\$38.73		\$0.42	\$86.26
TOTAL OPERATING EXPENSES		1.39 HR		\$80.53	\$60.93	\$22.42	\$0.91	\$213.63
NET OPERATING PROFIT								\$187.37
INTEREST ON OPERATING CAPITAL		(\$18.66	@	9.25%)		\$1.73
INTEREST ON EQUIPMENT INVESTMENT								\$22.08
RETURN TO LAND AND RISK								\$163.56

BUDGET SUMMARY			
GROSS RETURN		\$401.00	
VARIABLE OPERATING EXPENSES	\$103.86		
RETURN OVER VARIABLE EXPENSES		\$297.14	(GROSS MARGIN)
FIXED EXPENSES	\$48.85		
NET FARM INCOME		\$248.29	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$60.93		
NET OPERATING PROFIT		\$187.37	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$23.80		
RETURN TO LAND AND RISK		\$163.56	

TABLE 7. Grain sorghum, dryland, budgeted per acre costs and returns for an 800 acre farm with above average management, San Jon-Nara Visa area, Quay County, Axtual 2024
 Planting dates: June 1 - July 4
 Harvesting dates: October 5 - November 15

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
GRAIN SORGHUM	\$7.30	16.00 CWT		\$116.72
PROGRAM PAYMENT	\$0.00	16.00 CWT	0.85	\$0.00
PLC PAYMENT	\$0.00	0.00 CWT		\$0.00
GRAZING	\$16.00	1.00 ACRE		\$16.00
TOTAL				\$132.72

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$2.78	3 LBS	\$6.95		\$6.95
HERBICIDE (CUSTOM)	\$15.07	1 ACRE	\$15.07		\$15.07
CROP INSURANCE	\$0.13		\$0.13		\$0.13
SUBTOTAL			\$22.14		\$22.14

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWEEP	145 HP	0.10 HR		\$2.00	\$3.57	\$0.84	\$3.79	\$10.20
ROD WEED	96 HP	0.08 HR		\$1.60	\$1.94	\$0.13	\$0.25	\$3.92
LISTER/PLANTER	96 HP	0.18 HR		\$3.60	\$4.36	\$0.46	\$2.17	\$10.59
CULTIVATOR (2X)	96 HP	0.26 HR		\$5.20	\$6.30	\$0.88	\$1.27	\$13.65
SUBTOTAL		0.62 HR		\$12.40	\$16.17	\$2.31	\$7.48	\$38.37

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COMBINE	22 FT	0.14 HR		\$2.80	\$4.65	\$0.36	\$11.78	\$19.59
HAUL	2 TON	0.14 HR		\$2.80	\$3.54	\$0.90	\$6.56	\$13.80
SUBTOTAL		0.28 HR		\$5.60	\$8.19	\$1.26	\$18.34	\$33.40

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.23 HR		\$4.50				\$4.50
EMPLOYEE BENEFITS			\$4.05				\$4.05
INSURANCE			\$0.36				\$0.36
LAND TAXES						\$0.42	\$0.42
SUPERVISION AND MANAGEMENT			\$10.19				\$10.19
OTHER EXPENSES			\$46.66				\$46.66
SUBTOTAL	0.23 HR		\$47.02	\$18.74		\$0.42	\$66.19

TOTAL OPERATING EXPENSES 1.35 HR \$53.97 \$36.74 \$24.37 \$3.57 \$26.25 \$144.90

NET OPERATING PROFIT (\$12.18)

INTEREST ON OPERATING CAPITAL (\$16.48 @ 9.25%) \$1.52
 INTEREST ON EQUIPMENT INVESTMENT \$12.29

RETURN TO LAND AND RISK (\$26.00)

BUDGET SUMMARY

GROSS RETURN		\$132.72	
VARIABLE OPERATING EXPENSES	\$81.91		
RETURN OVER VARIABLE EXPENSES	\$50.81		(GROSS MARGIN)
FIXED EXPENSES	\$26.25		
NET FARM INCOME	\$24.56		(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$36.74		
NET OPERATING PROFIT	(\$12.18)		(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$13.82		
RETURN TO LAND AND RISK		(\$26.00)	

TABLE 8. Wheat, dryland, budgeted per acre costs and returns for an 800 acre farm with above average management, San Jon-Nara Visa area, Quay County, Actual 2024
 Planting dates: September 1 - September 15
 Harvesting dates: June 15 - July 15

ITEM	PRICE	YIELD	BASE						TOTAL
GROSS RETURNS									
WHEAT	\$5.46	14.00 BUSHEL							\$76.44
PROGRAM PAYMENT	\$0.00	14.00 BUSHEL	0.85						\$0.00
PLC PAYMENT	\$0.00								\$0.00
GRAZING	\$20.00	1.00 ACRE							\$20.00
TOTAL								\$96.44	
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL	
SEED	\$0.39	25 LBS	\$9.75					\$9.75	
CROP INSURANCE	\$0.15		\$0.15					\$0.15	
SUBTOTAL								\$9.90	
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
SWEEP (2X)	145 HP	0.26 HR		\$5.20	\$9.28	\$2.20	\$9.86	\$26.53	
RODWEED	145 HP	0.16 HR		\$3.20	\$5.71	\$0.98	\$5.78	\$15.67	
DRILL	96 HP	0.09 HR		\$1.80	\$2.18	\$0.17	\$1.50	\$5.66	
SUBTOTAL		0.51 HR		\$10.20	\$17.17	\$3.35	\$17.14	\$47.86	
HARVEST OPERATIONS									
COMBINE	22 FT	0.14 HR		\$2.80	\$4.65	\$0.36	\$12.49	\$20.30	
HAUL	2 TON	0.14 HR		\$2.80	\$3.54	\$0.90	\$6.56	\$13.80	
SUBTOTAL		0.28 HR		\$5.60	\$8.19	\$1.26	\$19.06	\$34.11	
OVERHEAD EXPENSES									
DOWNTIME		0.20 HR		\$0.74				\$0.74	
EMPLOYEE BENEFITS				\$2.37				\$2.37	
INSURANCE			\$0.32					\$0.32	
LAND TAXES							\$0.42	\$0.42	
SUPERVISION AND MANAGEMENT				\$4.82				\$4.82	
OTHER EXPENSES			\$46.66					\$46.66	
SUBTOTAL		0.20 HR	\$46.98	\$7.93			\$0.42	\$55.33	
TOTAL OPERATING EXPENSES		0.99 HR	\$56.73	\$23.73	\$25.36	\$4.61	\$36.62	\$147.05	
NET OPERATING PROFIT								(\$50.61)	
INTEREST ON OPERATING CAPITAL		(\$10.87 @	9.25%)				\$1.01	
INTEREST ON EQUIPMENT INVESTMENT								\$16.76	
RETURN TO LAND AND RISK								(\$68.38)	
BUDGET SUMMARY									
GROSS RETURN		\$96.44							
VARIABLE OPERATING EXPENSES	\$86.70								
RETURN OVER VARIABLE EXPENSES	\$9.74	(GROSS MARGIN)							
FIXED EXPENSES	\$36.62								
NET FARM INCOME	(\$26.88)	(RETURN TO CAPITAL, LABOR, LAND & RISK)							
LABOR AND MANAGEMENT COST	\$23.73								
NET OPERATING PROFIT	(\$50.61)	(RETURN TO CAPITAL, LAND & RISK)							
CAPITAL COSTS	\$17.77								
RETURN TO LAND AND RISK	(\$68.38)								

TABLE 9. Summary of per acre costs and returns for an 800 acre farm, San Jon-Nara Visa area, Quay County,
Autual 2024

	ALFALFA ESTABLISHMENT	ALFALFA HAY	GRAIN SORGHUM	WHEAT
		TONS	CWT	BU
PRIMARY YIELD		1.50	16.00	14.00
PRIMARY PRICE		\$254.00	\$7.30	\$5.46
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00
SECOND INCOME		\$20.00	\$16.00	\$20.00
GROSS RETURN		\$401.00	\$132.72	\$96.44
CASH OPERATING EXPENSES				
SEED	\$41.20		\$6.95	\$9.75
FERTILIZER	\$11.70			
CHEMICALS				
CROP INSURANCE			\$0.13	\$0.15
OTHER PURCHASED INPUTS	\$0.11	\$33.87	\$0.36	\$0.32
CANAL WATER				
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$7.69	\$22.42	\$24.37	\$25.36
FUEL-IRRIGATION				
REPAIRS	\$1.15	\$0.91	\$3.57	\$4.61
CUSTOM CHARGES	\$4.50	\$0.00		
LAND TAXES		\$0.42	\$0.42	\$0.42
OTHER EXPENSES		\$46.66	\$46.66	\$46.66
TOTAL CASH EXPENSES	\$66.35	\$104.28	\$82.46	\$87.27
RETURN OVER CASH EXPENSES	(\$66.35)	\$296.72	\$50.26	\$9.17
FIXED EXPENSES	\$5.54	\$48.42	\$25.83	\$36.20
TOTAL EXPENSES	\$71.89	\$152.71	\$108.29	\$123.47
NET FARM INCOME	(\$71.89)	\$248.29	\$24.43	(\$27.03)
LABOR AND MANAGEMENT COSTS	\$13.46	\$60.93	\$36.74	\$23.73
NET OPERATING PROFIT	(\$85.35)	\$187.37	(\$12.31)	(\$50.76)
CAPITAL COSTS				
INTEREST ON OPERATING CAPITAL		\$1.73	\$1.52	\$1.01
INTEREST ON EQUIPMENT INVESTMENT		\$22.08	\$12.29	\$16.76
TOTAL CAPITAL COSTS	\$0.00	\$23.80	\$13.82	\$17.77
RETURN TO LAND AND RISK	(\$85.35)	\$163.56	(\$26.12)	(\$68.53)

TABLE 10. Whole farm summary, San Jon-Nara Visa area, Quay County,
Autual 2024

GROSS RETURNS		
ALFALFA HAY	60.00 ACRES	
CROP		\$22,860
GRAZING		\$1,200
GRAIN SORGHUM	400.00 ACRES	
CROP		\$46,688
GRAZING		\$6,400
PLC PAYMENT		\$0
WHEAT	340.00 ACRES	
CROP		\$25,990
GRAZING		\$6,800
PROGRAM PAYMENT		\$0
PLC PAYMENT		\$0
GROSS RETURN		<u>\$109,938</u>
CASH OPERATING EXPENSES		
SEED		\$6,342
FERTILIZER		\$70
CHEMICALS		\$0
CROP INSURANCE		\$100
OTHER PURCHASED INPUTS		\$2,284
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$19,761
FUEL-IRRIGATION		\$0
REPAIRS		\$3,058
CUSTOM CHARGES		\$27
LAND TAXES		\$339
OTHER EXPENSES		\$37,332
TOTAL CASH EXPENSES		<u>\$69,313</u>
RETURN OVER CASH EXPENSES		\$40,625
FIXED EXPENSES		\$24,722
TOTAL EXPENSES		\$94,035
NET FARM INCOME		\$15,903
LABOR AND MANAGEMENT COSTS		\$26,501
NET OPERATING PROFIT		(\$10,598)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$1,055
INTEREST ON EQUIPMENT INVESTMENT		\$11,940
TOTAL CAPITAL COSTS		<u>\$12,995</u>
RETURN TO LAND AND RISK		<u>(\$23,593)</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$150 /ACRE	(\$25,772)	-4.15%
\$300 /ACRE	(\$27,951)	-2.83%
\$450 /ACRE	(\$30,131)	-2.14%
\$600 /ACRE	(\$32,310)	-1.72%
\$750 /ACRE	(\$34,489)	-1.44%
\$900 /ACRE	(\$36,668)	-1.24%

* 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)