TABLE 1. Acreage Summary, Quay County, Autual 2025

BUDGET AREA.....	SAN JON-NARA VISA AREA, QUAY COUNTY
FARM SIZE.....	800 ACRES
IRRIGATION TYPE.....	DRYLAND
NUMBER OF CROPS...	3

ACREAGE SUMMARY:	LAND USE (ACRES)	
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	
TOTAL	800.00	

* DOUBLE-CROPPED

TABLE 2. Basic cost information for the San Jon-Nara Visa area, Quay County, Autual 2025

Item				
Labor Wage Rate:				
Equipment operators		$/hour		$20.00
General & Irrigators		$/hour		$16.90
Purchased Inputs:				
Seed:				
Alfalfa		$/pound		$4.60
Grain Sorghum		$/pound		$2.78
Wheat		$/pound		$0.56
Energy:				
Diesel fuel		$/gallon		$3.33
Gasoline		$/gallon		$2.68
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		8.75%
Land Interest Rate		percent		7.95%
Equipment Interest Rate		percent		6.45%
Real Interest Rate		percent		1.72%
Land Taxes	$38.00	/acre (full value)		$0.42
Personal Property Tax Rate	-NR	$/$1,000	(Assessed	$33.45
	- R		Value)	$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 2025

Item					
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 2025

Planting dates: August 1 - August 31

ITEM	PRICE	QUANTITY	PURCHASED INPUTS	TOTAL
PURCHASED INPUTS				
ALFALFA SEED	$4.60	10 LBS	$46.00	$46.00
WHEAT SEED	$0.56	30 LBS	$16.80	$16.80
SUBTOTAL			$62.80	$62.80

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWEEP	145 HP	0.10 HR		$2.00	$2.98	$0.84	$3.79	$9.62
RODWEEDER	96 HP	0.08 HR		$1.60	$1.62	$0.13	$0.25	$3.60
DRILL WHEAT	96 HP	0.09 HR		$1.80	$1.82	$0.17	$1.50	$5.30
FLY ON ALFALFA SEED			$4.50					$4.50
SUBTOTAL		0.27 HR	$4.50	$5.40	$6.42	$1.15	$5.54	$23.02
OVERHEAD EXPENSES								
DOWNTIME		0.07 HR		$1.35				$1.35
EMPLOYEE BENEFITS				$0.97				$0.97
INSURANCE			$0.11					$0.11
SUPERVISION AND MANAGEMENT				$6.34				$6.34
SUBTOTAL		0.07 HR	$0.11	$8.67				$8.77
TOTAL OPERATING EXPENSES		0.34 HR	$67.41	$14.07	$6.42	$1.15	$5.54	$94.59

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, Autual 2025

Harvesting dates: June 15 - October 1

ITEM	PRICE	YIELD		TOTAL
GROSS RETURNS				
ALFALF/ FA HAY	$248.00	1.50	TONS (IN FIELD)	$372.00
GRAZING	$20.00	1.00	ACRE	$20.00
TOTAL				$392.00

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
WIRE	$2.60	13	LBS	$33.42		$33.42
ESTABLISHMENT: Principal		6	YEARS		$15.77	$15.77
: Interest					$4.86	$4.86
SUBTOTAL				$33.42	$20.63	$54.05

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	$5.98	$0.26	$25.47	$41.31
BALER (3X)	96 HP	0.63	HR		$12.60	$12.76	$0.64	$4.10	$30.10
SUBTOTAL		1.11	HR		$22.20	$18.73	$0.91	$29.57	$71.41
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					$28.55				$28.55
OTHER EXPENSES				$46.66					$46.66
SUBTOTAL		0.28	HR	$47.11	$38.10			$0.42	$85.63
TOTAL OPERATING EXPENSES		1.39	HR	$80.53	$60.30	$18.73	$0.91	$50.63	$211.09
NET OPERATING PROFIT									$180.91
INTEREST ON OPERATING CAPITAL		($18.35	@	8.75%)					$1.61
INTEREST ON EQUIPMENT INVESTMENT									$19.92
RETURN TO LAND AND RISK									$159.39

BUDGET SUMMARY

GROSS RETURN		$392.00	
VARIABLE OPERATING EXPENSES	$100.17		
RETURN OVER VARIABLE EXPENSES		$291.83	(GROSS MARGIN)
FIXED EXPENSES	$50.63		
NET FARM INCOME		$241.21	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$60.30		
NET OPERATING PROFIT		$180.91	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$21.52		
RETURN TO LAND AND RISK		$159.39	

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, Autual 2025

Planting dates: June 1 - July 4
Harvesting dates: October 5 - November 15

ITEM	PRICE	YIELD		BASE	TOTAL
GROSS RETURNS					
GRAIN SORGHUM	$6.00	16.00	CWT		$96.00
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					$112.00

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	$2.98	$0.84	$3.79	$9.62
ROD WEED	96 HP	0.08	HR		$1.60	$1.62	$0.13	$0.25	$3.60
LISTER/PLANTER	96 HP	0.18	HR		$3.60	$3.64	$0.46	$2.17	$9.87
CULTIVATOR (2X)	96 HP	0.26	HR		$5.20	$5.26	$0.88	$1.27	$12.61
SUBTOTAL		0.62	HR		$12.40	$13.51	$2.31	$7.48	$35.71
HARVEST OPERATIONS									
COMBINE	22 FT	0.14	HR		$2.80	$3.89	$0.36	$11.78	$18.83
HAUL	2 TON	0.14	HR		$2.80	$2.96	$0.90	$6.56	$13.22
SUBTOTAL		0.28	HR		$5.60	$6.84	$1.26	$18.34	$32.05
OVERHEAD EXPENSES									
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					$8.74				$8.74
OTHER EXPENSES				$46.66					$46.66
SUBTOTAL		0.23	HR	$47.02	$17.29			$0.42	$64.74
TOTAL OPERATING EXPENSES		1.35	HR	$53.97	$35.29	$20.36	$3.57	$26.25	$139.44
NET OPERATING PROFIT									($27.44)
INTEREST ON OPERATING CAPITAL		($15.70	@	8.75%)					$1.37
INTEREST ON EQUIPMENT INVESTMENT									$11.09
RETURN TO LAND AND RISK									($39.90)

BUDGET SUMMARY

GROSS RETURN		$112.00	
VARIABLE OPERATING EXPENSES	$77.90		
RETURN OVER VARIABLE EXPENSES		$34.10	(GROSS MARGIN)
FIXED EXPENSES	$26.25		
NET FARM INCOME		$7.85	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$35.29		
NET OPERATING PROFIT		($27.44)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$12.46		
RETURN TO LAND AND RISK		($39.90)	

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, Autual 2025
Planting dates: September 1 - September 15
Harvesting dates: June 15 - July 15

ITEM	PRICE	YIELD		BASE	TOTAL
GROSS RETURNS					
WHEAT	$4.64	14.00	BUSHELS		$64.96
PROGRAM PAYMENT	$0.00	14.00	BUSHELS	0.85	$0.00
PLC PAYMENT	$0.00				$0.00
GRAZING	$20.00	1.00	ACRE		$20.00
TOTAL					$84.96

PURCHASED INPUTS	PRICE	QUANTITY		PURCHASED INPUTS	FIXED COST	TOTAL
SEED	$0.56	25	LBS	$14.00		$14.00
CROP INSURANCE	$0.15			$0.15		$0.15
SUBTOTAL				$14.15		$14.15

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWEEP (2X)	145 HP	0.26	HR		$5.20	$7.75	$2.20	$9.86	$25.00
RODWEED	145 HP	0.16	HR		$3.20	$4.77	$0.98	$5.78	$14.73
DRILL	96 HP	0.09	HR		$1.80	$1.82	$0.17	$1.50	$5.30
SUBTOTAL		0.51	HR		$10.20	$14.34	$3.35	$17.14	$45.03
HARVEST OPERATIONS									
COMBINE	22 FT	0.14	HR		$2.80	$3.89	$0.36	$12.49	$19.54
HAUL	2 TON	0.14	HR		$2.80	$2.96	$0.90	$6.56	$13.22
SUBTOTAL		0.28	HR		$5.60	$6.84	$1.26	$19.06	$32.76
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					$4.25				$4.25
OTHER EXPENSES				$46.66					$46.66
SUBTOTAL		0.20	HR	$46.98	$7.36			$0.42	$54.76
TOTAL OPERATING EXPENSES		0.99	HR	$60.98	$23.16	$21.19	$4.61	$36.62	$146.56
NET OPERATING PROFIT									($61.60)
INTEREST ON OPERATING CAPITAL		($12.17	@	8.75%)					$1.07
INTEREST ON EQUIPMENT INVESTMENT									$15.12
RETURN TO LAND AND RISK									($77.78)

BUDGET SUMMARY

GROSS RETURN		$84.96	
VARIABLE OPERATING EXPENSES	$86.78		
RETURN OVER VARIABLE EXPENSES		($1.82)	(GROSS MARGIN)
FIXED EXPENSES	$36.62		
NET FARM INCOME		($38.44)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	$23.16		
NET OPERATING PROFIT		($61.60)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	$16.19		
RETURN TO LAND AND RISK		($77.78)	

TABLE 9. Summary of per acre costs and returns for an 800 acre farm, San Jon-Nara Visa area, Quay County, Autual 2025

	ALFALFA ESTABLISHMENT	ALFALFA HAY	GRAIN SORGHUM	WHEAT
		TONS	CWT	BU
PRIMARY YIELD		1.50	16.00	14.00
PRIMARY PRICE		$248.00	$6.00	$4.64
GOVERNMENT PAYMENTS		$0.00	$0.00	$0.00
SECOND INCOME		$20.00	$16.00	$20.00
GROSS RETURN		$392.00	$112.00	$84.96
CASH OPERATING EXPENSES				
SEED	$46.00		$6.95	$14.00
FERTILIZER	$16.80			
CHEMICALS				
CROP INSURANCE			$0.13	$0.15
OTHER PURCHASED INPUTS	$0.11	$33.87	$0.36	$0.32
CANAL WATER				
FUEL, OIL & LUBRICANTS-EQUIPMENT	$6.42	$18.73	$20.36	$21.19
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	$74.98	$100.59	$78.45	$87.35
RETURN OVER CASH EXPENSES	($74.98)	$291.41	$33.55	($2.39)
FIXED EXPENSES	$5.54	$50.20	$25.83	$36.20
TOTAL EXPENSES	$80.53	$150.79	$104.28	$123.55
NET FARM INCOME	($80.53)	$241.21	$7.72	($38.59)
LABOR AND MANAGEMENT COSTS	$14.07	$60.30	$35.29	$23.16
NET OPERATING PROFIT	($94.59)	$180.91	($27.57)	($61.74)
CAPITAL COSTS				
INTEREST ON OPERATING CAPITAL		$1.61	$1.37	$1.07
INTEREST ON EQUIPMENT INVESTMENT		$19.92	$11.09	$15.12
TOTAL CAPITAL COSTS	$0.00	$21.52	$12.46	$16.19
RETURN TO LAND AND RISK	($94.59)	$159.39	($40.03)	($77.93)

TABLE 10. Whole farm summary, San Jon-Nara Visa area, Quay County, Autual 2025

GROSS RETURNS				
ALFALFA HAY	60.00	ACRES		
CROP			$22,320	
GRAZING			$1,200	
GRAIN SORGHUM	400.00	ACRES		
CROP			$38,400	
GRAZING			$6,400	
PLC PAYMENT			$0	
WHEAT	340.00	ACRES		
CROP			$22,086	
GRAZING			$6,800	
PROGRAM PAYMENT			$0	
PLC PAYMENT			$0	
GROSS RETURN				$97,206
CASH OPERATING EXPENSES				
SEED			$7,816	
FERTILIZER			$101	
CHEMICALS			$0	
CROP INSURANCE			$100	
OTHER PURCHASED INPUTS			$2,284	
CANAL WATER			$0	
FUEL, OIL & LUBRICANTS-EQUIPMENT			$16,509	
FUEL-IRRIGATION			$0	
REPAIRS			$3,058	
CUSTOM CHARGES			$27	
LAND TAXES			$339	
OTHER EXPENSES			$37,332	
TOTAL CASH EXPENSES			$67,565	
RETURN OVER CASH EXPENSES				$29,642
FIXED EXPENSES			$24,736	
TOTAL EXPENSES			$92,301	
NET FARM INCOME				$4,905
LABOR AND MANAGEMENT COSTS			$25,691	
NET OPERATING PROFIT				($20,786)
CAPITAL COSTS				
INTEREST ON OPERATING CAPITAL			$1,008	
INTEREST ON EQUIPMENT INVESTMENT			$10,771	
TOTAL CAPITAL COSTS			$11,779	
RETURN TO LAND AND RISK				($32,565)

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
$150 /ACRE	($34,623)	-8.15%
$300 /ACRE	($36,681)	-5.54%
$450 /ACRE	($38,739)	-4.20%
$600 /ACRE	($40,797)	-3.38%
$750 /ACRE	($42,855)	-2.83%
$900 /ACRE	($44,913)	-2.43%

* 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)