

TABLE 1. Acreage Summary, Cibola County, Projected 2013.

BUDGET AREA.....CIBOLA COUNTY			
FARM SIZE.....300 ACRES			
IRRIGATION TYPE.....FLOOD			
NUMBER OF CROPS.....4..			
		WATER USE	
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	25	18	450
ALFALFA	200	42	8,400
PASTURE ESTABLISHMENT	2	18	36
PASTURE	40	30	1,200
WHEAT	20	24	480
SWEET CORN	8	30	240
ROADS, HOMESTEAD	5		
TOTAL	300		10,806
ACRE FEET PER ACRE OF WATER RIGHTS			3.00

TABLE 2. Basic cost information for Cibola County, Projected 2013.

Item		
Labor Wage Rate:		
Equipment operators	\$/hour	\$7.50
General & Irrigators	\$/hour	\$7.50
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.61
Phosphate (P205)	\$/pound	\$0.60
Seed:		
Alfalfa	\$/pound	\$6.50
Oat Hay	\$/pound	\$0.94
Sweet Corn	\$/pound	\$62.00
Wheat	\$/pound	\$0.65
Pasture	\$/pound	\$3.12
Baling wire	\$/box	\$0.91
Gopher control	\$/acre	\$1.50
Canal water	\$/acre	\$5.00
Energy:		
Diesel fuel	\$/gallon	\$3.05
Gasoline	\$/gallon	\$3.80
Electricity	cents/KwHr	12.65
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	5.00%
Land Interest Rate	percent	5.00%
Equipment Interest Rate	percent	5.00%
Real Interest Rate	percent	3.00%
Land Taxes	\$/acre (full value)	\$36.00
Personal Property Tax Rate - NR	\$/ \$1,000 (Assessed Value)	\$24.63
- R		\$28.61
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 Cibola County, Projected 2013.

Item		
Electricity (Domestic & Shop)	\$242.00 per month	\$2,904
Telephone	\$121.00 per month	\$1,452
Accounting & Legal		\$1,724
Misc. Supplies & Hand Tools		\$2,844
Pickup and Auto		
miles	24,200 @ \$0.500 per mile	\$12,100
Insurance		
- general liability (non-employee)		\$1,900
- fire/theft		\$1,500
Property Taxes		
- non-planted land		\$0
- other than land & machinery		\$0
Building repairs and maintenance		\$0
Dues, fees, publications		\$1,446
Farmstead Equipment		\$436
Total		\$26,305
Total Per Planted Acre		\$89.78

TABLE 4. Equipment summary for a 300 acre farm with above average management, Cibola County, Projected 2013.

EQUIPMENT ITEM & SIZE	ANNUAL HOURS OF USE	NUMBER	TOTAL VALUE	FUEL, OIL, LUBRICANT			FIXED COSTS			
				TOTAL VALUE	FUEL, OIL, LUBRICANT T	REPAIR	FUEL, OIL PER HR	REPAIR PER HR	DEPRECIATION	TAXES
TRACTOR	40 HP	32	\$7,000	\$455	\$35	\$14.21	\$1.08	\$360	\$74	\$13.54
TRACTOR	65 HP	15	\$10,950	\$2,840	\$199	\$18.48	\$1.29	\$539	\$89	\$4.98
TRACTOR	93 HP	209	\$17,335	\$4,845	\$168	\$23.14	\$0.94	\$450	\$65	\$2.46
PICKUP	3/4 TON	50	\$22,000	\$1,197	\$44	\$23.94	\$0.88	\$4,400	\$181	\$91.61
BALEWAGON PTO		129	\$8,960	\$644	\$620	\$4.60	\$1.85	\$2,290	\$185	\$16.87
BALER	2 WIRE	135	\$1,600	\$21	\$372	\$0.15	\$3.85	\$32	\$32	\$3.08
CULTIVATOR	4 ROW	3	\$6,200	\$21	\$667	\$0.07	\$210.63	\$667	\$41	\$210.63
FLOAT	10 FT	18	\$450	\$0	\$0.01	\$47	\$3	\$47	\$3	\$2.75
DISC	14 FT	15	\$3,000	\$60	\$3.72	\$0.00	\$400	\$25	\$28.08	\$28.08
LISTER	4 ROW	1	\$1,600	\$3	\$1.98	\$1.98	\$13	\$13	\$13	\$13.27
PLOW	3 BOTTOM	37	\$3,350	\$153	\$4.15	\$4.15	\$447	\$28	\$12.87	\$12.87
DRILL	12 FT	10	\$2,300	\$10	\$1.06	\$1.06	\$440	\$18	\$46.41	\$46.41
SPRAYER (MTD)	12 FT	4	\$1,375	\$2	\$0.66	\$0.66	\$183	\$11	\$54.06	\$54.06
SWATHER	16 FT	69	\$21,350	\$785	\$100	\$11.42	\$1.45	\$3,621	\$297	\$56.99
BORDER DISC 6-DISC	6 DISC	2	\$750	\$2	\$0.53	\$0.53	\$6	\$6	\$45.17	\$45.17
FERT SPREADER		10	\$2,300	\$10	\$0.92	\$0.92	\$307	\$19	\$31.30	\$31.30
			\$104,150	\$10,122	\$1,318			\$14,807	\$1,685	

\* 1/4 CHARGED DIRECTLY TO CROP.

EQUIPMENT LIST

ITEM	NEW VALUE	USED VALUE	YEARS LIFE	EQUIP CODE	MAX HOURS	FUEL UNIT/HR	LUBE COEF	ACCUM HOURS	AGE	INTEREST EXPENSE
TRACTOR	40 HP	17,975	7,000	50	1	800	3.40	480.00	15	449.38
TRACTOR	65 HP	21,585	4,950	40	1	800	4.42	328.12	21	539.13
TRACTOR	93 HP	15,735	17,335	25	1	800	5.54	491.51	23	393.38
PICKUP	3/4 TON	44,000	22,000	10	2	800	6.00	690.00	13	1,100.00
BALEWAGON PTO		45,000	9,950	20	3	800	6.46	774.00	6	1,129.00
BALER	2 WIRE	7,700	1,600	20	2	500		2438.10	18	192.50
CULTIVATOR	4 ROW	10,000	5,000	15	3	500		23.76	16	250.00
FLOAT	10 FT	700	450	15	4	300		276.00	15	17.50
DISC	14 FT	6,000	3,000	15	3	300		241.02	16	150.00
LISTER	4 ROW	3,200	1,600	15	3	300		291.04	16	80.00
PLOW	3 BOTTOM	6,700	3,350	15	3	300		589.80	16	167.50
DRILL	12 FT	4,400	2,200	10	8	100		128.31	13	110.00
SPRAYER (MTD)	12 FT	2,750	1,375	15	8	150		54.00	15	68.75
SWATHER	16 FT	72,410	21,350	20	2	800	3.12	412.50	6	1,610.25
BORDER DISC 6-DISC	6 DISC	1,500	750	15	3	300		37.60	16	37.60
FERT SPREADER		4,600	2,300	15	9	150		156.00	15	115.00

\* 1/4 CHARGED DIRECTLY TO CROP.

USAGE LIST

ALFALFA EST.	ALFALFA HAY	ANNUAL PASTURE EST.	ANNUAL PASTURE	WHEAT FOR GRAN	SWEET CORN	PER ACRE TOTALS
-----hours per acre-----						
0.05	0.15	0.05	0.00	0.05	0.00	0.30
0.42	0.63	0.21	0.00	0.42	0.05	2.73
1.39	0.65	1.05	0.00	1.63	1.24	5.96
0.00	0.00	0.00	0.00	0.25	6.25	6.25
0.20	0.60	0.00	0.00	0.20	0.00	1.00
0.21	0.63	0.00	0.00	0.21	0.00	1.05
0.00	0.00	0.00	0.00	0.00	0.42	0.42
0.24	0.00	0.24	0.00	0.48	0.24	1.20
0.28	0.00	0.14	0.00	0.28	0.28	0.98
0.00	0.00	0.00	0.00	0.00	0.18	0.18
0.67	0.00	0.67	0.00	0.67	0.67	2.68
0.21	0.00	0.21	0.00	0.21	0.00	0.63
0.00	0.00	0.00	0.00	0.00	0.45	0.45
0.11	0.33	0.00	0.00	0.00	0.00	0.44
0.05	0.00	0.05	0.00	0.05	0.00	0.15
0.00	0.05	0.00	0.00	0.00	0.05	0.10

INTEREST PRORATION

ALFALFA EST.	ALFALFA HAY	ANNUAL PASTURE	WHEAT FOR GRAN	SWEET CORN
-----dollars per acre-----				
0.70	2.11	0.00	0.70	0.00
1.47	2.21	0.00	1.47	3.68
2.61	1.22	0.00	3.06	2.33
0.00	0.00	0.00	0.00	137.50
1.74	5.23	0.00	1.74	0.00
0.30	0.90	0.00	0.30	0.00
0.00	0.00	0.00	0.00	31.25
0.23	0.00	0.00	0.47	0.23
2.78	0.00	0.00	2.78	2.78
0.00	0.00	0.00	0.00	10.00
3.05	0.00	0.00	3.05	3.05
2.34	0.00	0.00	2.34	0.00
0.00	0.00	0.00	0.00	8.59
2.60	8.69	0.00	0.00	0.00
0.80	0.00	0.00	0.80	0.00
0.00	0.55	0.00	0.55	0.55
18.92	20.91	0.00	16.71	199.97

ALFALFA ESTABLISHMENT ACRES: 25 PUMP WATER:

MACHINE	POWER UNIT	ACCOMPLISHMENT		
		TIMES OVER	RATE	TOTAL CUSTOM
PLOW	93 HP	1.00	0.67	0.67
DISC (2X)	93 HP	2.00	0.14	0.28
FLOAT	93 HP	1.00	0.24	0.24
DRILL	65 HP	1.00	0.21	0.21
BORDER DISC	40 HP	1.00	0.05	0.05
IRRIGATE (3X)		3.00	0.50	1.50

ALFALFA HAY ACRES: 200 PUMP WATER:

MACHINE	POWER UNIT	ACCOMPLISHMENT		
		TIMES OVER	RATE	TOTAL CUSTOM
FERT SPREADER	93 HP	1.00	0.05	0.05
GOPHER CONTROL	40 HP	1.00	0.15	0.15
IRRIGATE (3X)		6.00	0.50	3.00
SWATHER (3X)	16 FT.	3.00	0.11	0.33
BALER (3X)	65 HP	3.00	0.21	0.63
BALEWAGON (3X)	93 HP	3.00	0.20	0.60

PERMANENT PASTURE EST. ACRES: 2 PUMP WATER:

MACHINE	POWER UNIT	ACCOMPLISHMENT		
		TIMES OVER	RATE	TOTAL CUSTOM
PLOW	93 HP	1.00	0.67	0.67
DISC (2X)	93 HP	1.00	0.14	0.14
FLOAT	93 HP	1.00	0.24	0.24
DRILL	65 HP	1.00	0.21	0.21
BORDER DISC	40 HP	1.00	0.05	0.05
IRRIGATE (3X)		3.00	0.50	1.50

PERMANENT PASTURE ACRES: 40 PUMP WATER:

MACHINE	POWER UNIT	ACCOMPLISHMENT		
		TIMES OVER	RATE	TOTAL CUSTOM
IRRIGATE (3X)		5.00	0.50	2.50

WHEAT FOR GRAN ACRES: 20 PUMP WATER:

MACHINE	POWER UNIT	ACCOMPLISHMENT		
		TIMES OVER	RATE	TOTAL CUSTOM
PLOW	93 HP	1.00	0.67	0.67
DISC (2X)	93 HP	2.00	0.14	0.28
FLOAT (2X)	93 HP	2.00	0.24	0.48
DRILL	65 HP	1.00	0.21	0.21
BORDER DISC	40 HP	1.00	0.05	0.05
IRRIGATE (4X)		4.00	0.50	2.00

COMBINE (CUSTOM) PER ACRE 16.57

MACHINE	POWER UNIT	TIMES OVER	RATE	TOTAL CUSTOM
HAIL (CUSTOM) PER BUSHEL	65 HP	1.00	0.21	0.21
BALER	93 HP	1.00	0.20	0.20

SWEET CORN ACRES: 8 PUMP WATER:

MACHINE	POWER UNIT	ACCOMPLISHMENT		
		TIMES OVER	RATE	TOTAL CUSTOM
DISC	93 HP	1.00	0.14	0.14
PLOW	93 HP	1.00	0.67	0.67
SPRAY	65 HP	1.00	0.15	0.15
FERT SPREADER	93 HP	1.00	0.05	0.05
DISC	93 HP	1.00	0.14	0.14
FLOAT	93 HP	1.00	0.24	0.24
LISTER	65 HP	1.00	0.18	0.18
PRE-IRRIGATE		1.00	0.75	0.75
HAND PLANT		1.00	5.00	5.00
SPRAY (2X)	65 HP	2.00	0.15	0.30
CULTIVATOR (2X)	65 HP	2.00	0.21	0.42
IRRIGATE (4X)		4.00	0.50	2.00
HAND PICK		1.00	25.00	25.00
HAUL	3/4 TON	1.00	6.25	6.25

ANNUAL REPAIR COSTS AS A PERCENT OF NEW VALUE

Hours of Use	1	2	3	4	5	6	7	8	9
0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
100	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
200	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
300	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
400	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
500	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
600	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
700	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
800	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
900	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1200	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1400	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1500	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1600	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1800	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2500	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
7500	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

\* Based on unpublished data of D. R. Hunt, Department of Agricultural Engineering, University of Illinois.

\*\* Based on "Agricultural Machinery Data" in Agricultural Engineers Yearbook, 1983.

Codes

- 1 tractors
- 2 balers, combines, forage harvesters, windrowers, pickups
- 3 rotary hoe, disks, moldboard plows, chisels, field cultivators
- 4 harrows, wagons, floats, roto buck, drag, roller, water furrow, bed shaper
- 5 balleewagons, cotton pickers, cotton strippers, corn pickers
- 6 rakes, cult/bur mower
- 7 baler w/ engine, manure spreader
- 8 planters, drills, seeding equipment, mounted sprayers
- 9 fertilizer-distributing equipment



TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2013.  
Harvesting Dates: June 15 - September 15

ITEM	PRICE	YIELD						TOTAL
<b>GROSS RETURNS</b>								
ALFALFA HAY	\$245.00	4.00 TONS (STACKED)						\$980.00
GRAZING	\$10.00	1.00 ACRE						\$10.00
<b>TOTAL</b>							<b>\$990.00</b>	
<b>PURCHASED INPUTS</b>								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
PHOSPHATE (P2O5)	\$0.60	40 LBS	\$24.00					\$24.00
WIRE	\$0.91	34 LBS	\$31.19					\$31.19
GOPHER CONTROL	\$1.50	1 ACRE	\$1.50					\$1.50
ESTABLISHMENT: Principal		8 YEARS						\$0.00
: Interest								\$0.00
CANAL WATER		42 AC. IN.	\$5.00					\$5.00
<b>SUBTOTAL</b>			<b>\$61.69</b>				<b>\$0.00</b>	<b>\$61.69</b>
<b>PREHARVEST OPERATIONS</b>								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERT SPREADER	93 HP	0.05 HR		\$0.38	\$1.16	\$0.09	\$1.69	\$3.31
GOPHER CONTROL	40 HP	0.15 HR		\$1.13	\$2.13	\$0.16	\$2.03	\$5.45
IRRIGATE (6X)		3.00 HR		\$22.50				\$22.50
<b>SUBTOTAL</b>	<b>3.20 HR</b>			<b>\$24.00</b>	<b>\$3.29</b>	<b>\$0.25</b>	<b>\$3.72</b>	<b>\$31.26</b>
<b>HARVEST OPERATIONS</b>								
SWATHER (3X)	16 FT	0.33 HR		\$2.48	\$3.77	\$0.48	\$18.81	\$25.53
BALER (3X)	65 HP	0.63 HR		\$4.73	\$11.64	\$0.91	\$4.51	\$21.79
BALEWAGON (3X)	93 HP	0.60 HR		\$4.50	\$13.88	\$2.73	\$12.80	\$33.91
<b>SUBTOTAL</b>	<b>1.56 HR</b>			<b>\$11.70</b>	<b>\$29.29</b>	<b>\$4.12</b>	<b>\$36.11</b>	<b>\$81.22</b>
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.43 HR		\$3.21				\$3.21
EMPLOYEE BENEFITS				\$6.43				\$6.43
INSURANCE			\$0.71					\$0.71
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$73.16				\$73.16
OTHER EXPENSES			\$89.78					\$89.78
<b>SUBTOTAL</b>	<b>0.43 HR</b>		<b>\$90.49</b>	<b>\$82.79</b>			<b>\$36.00</b>	<b>\$209.28</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>5.19 HR</b>		<b>\$152.19</b>	<b>\$118.49</b>	<b>\$32.58</b>	<b>\$4.37</b>	<b>\$75.83</b>	<b>\$383.46</b>
<b>NET OPERATING PROFIT</b>								<b>\$606.54</b>
INTEREST ON OPERATING CAPITAL		( \$34.52 @	5.00%	)				\$1.73
INTEREST ON EQUIPMENT INVESTMENT								\$20.91
<b>RETURN TO LAND AND RISK</b>								<b>\$583.91</b>

<b>BUDGET SUMMARY</b>			
GROSS RETURN		\$990.00	
VARIABLE OPERATING EXPENSES	\$189.14		
RETURN OVER VARIABLE EXPENSES		\$800.86	(GROSS MARGIN)
FIXED EXPENSES	\$75.83		
NET FARM INCOME		\$725.03	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$118.49		
NET OPERATING PROFIT		\$606.54	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$22.63		
RETURN TO LAND AND RISK		\$583.91	

TABLE 7. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2013.  
Planting Dates: May 15 - July 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
<u>PURCHASED INPUTS</u>								
GRASS SEED	\$3.12	15 LBS	\$46.80					\$46.80
CANAL WATER		18 AC. IN.	\$5.00					\$5.00
SUBTOTAL			\$51.80					\$51.80
<u>PREHARVEST OPERATIONS</u>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	93 HP	0.67 HR		\$5.03	\$15.50	\$3.42	\$10.27	\$34.21
DISC (2X)	93 HP	0.14 HR		\$1.05	\$3.24	\$0.65	\$4.28	\$9.22
FLOAT	93 HP	0.24 HR		\$1.80	\$5.55	\$0.23	\$1.25	\$8.83
DRILL	65 HP	0.21 HR		\$1.58	\$3.88	\$0.49	\$10.60	\$16.55
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.71	\$0.10	\$2.94	\$4.12
IRRIGATE (3X)		1.50 HR		\$11.25				\$11.25
SUBTOTAL		2.81 HR		\$21.08	\$28.89	\$4.89	\$29.33	\$84.19
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		0.33 HR		\$2.46				\$2.46
EMPLOYEE BENEFITS				\$3.79				\$3.79
INSURANCE			\$0.42					\$0.42
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$11.67				\$11.67
SUBTOTAL		0.33 HR	\$0.42	\$17.92			\$36.00	\$54.35
<u>TOTAL OPERATING EXPENSES</u>		3.14 HR	\$52.22	\$39.00	\$28.89	\$4.89	\$65.33	\$190.33

TABLE 8. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2013.  
Harvesting Dates: September 30 - June 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS PASTURE	\$12.00	6.00 AUMS						\$72.00
<b>TOTAL</b>							<b>\$72.00</b>	
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS			FIXED COST	TOTAL	
LIVESTOCK FAC & EQUIP ESTABLISHMENT: Principal		20 YEARS				\$3.00	\$3.00	
: Interest						\$9.52	\$9.52	
CANAL WATER		30 AC. IN.	\$5.00			\$3.78	\$3.78	
							\$5.00	
<b>SUBTOTAL</b>			<b>\$5.00</b>			<b>\$16.30</b>	<b>\$21.30</b>	
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (5X)		2.50 HR		\$18.75				\$18.75
<b>SUBTOTAL</b>		<b>2.50 HR</b>		<b>\$18.75</b>				<b>\$18.75</b>
<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.00 HR		\$0.00				\$0.00
EMPLOYEE BENEFITS				\$3.38				\$3.38
INSURANCE			\$0.38					\$0.38
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$7.54				\$7.54
OTHER EXPENSES			\$89.78					\$89.78
<b>SUBTOTAL</b>		<b>0.00 HR</b>	<b>\$90.15</b>	<b>\$10.92</b>			<b>\$36.00</b>	<b>\$137.07</b>
<b>TOTAL OPERATING EXPENSES</b>		<b>2.50 HR</b>	<b>\$95.15</b>	<b>\$29.67</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$52.30</b>	<b>\$177.12</b>
<b>NET OPERATING PROFIT</b>								<b>(\$105.12)</b>
INTEREST ON OPERATING CAPITAL		(	\$2.50	@	5.00%	)		\$0.13
INTEREST ON EQUIPMENT INVESTMENT								\$0.00
<b>RETURN TO LAND AND RISK</b>								<b>(\$105.24)</b>

BUDGET SUMMARY

GROSS RETURN	\$72.00		
VARIABLE OPERATING EXPENSES	\$95.15		
RETURN OVER VARIABLE EXPENSES	(\$23.15)	(GROSS MARGIN)	
FIXED EXPENSES	\$52.30		
NET FARM INCOME	(\$75.45)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$29.67		
NET OPERATING PROFIT	(\$105.12)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$0.13		
RETURN TO LAND AND RISK	(\$105.24)		

TABLE 9. Wheat for grain, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2013.  
 Planting Dates: August 1 - September 30  
 Harvesting Dates: July 1 - August 15

ITEM	PRICE	YIELD	TOTAL
<b>GROSS RETURNS</b>			
GRAIN	\$7.75	65.00 BUSHELS	\$503.75
GRAZING	\$11.00	2.00 AUMS	\$22.00
STRAW	\$2.00	50.00 BALE	\$100.00
<b>TOTAL</b>			<b>\$625.75</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.65	80 LBS	\$52.00		\$52.00
BALING WIRE	\$0.91	14 LBS	\$13.00		\$13.00
CANAL WATER		24 ACRE IN.	\$5.00		\$5.00
					\$0.00
<b>SUBTOTAL</b>			<b>\$70.00</b>		<b>\$70.00</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	93 HP	0.67 HR		\$5.03	\$15.50	\$3.42	\$10.27	\$34.21
DISC (2X)	93 HP	0.28 HR		\$2.10	\$6.48	\$1.31	\$8.55	\$18.44
FLOAT (2X)	93 HP	0.48 HR		\$3.60	\$11.11	\$0.46	\$2.50	\$17.67
DRILL	65 HP	0.21 HR		\$1.58	\$3.88	\$0.49	\$10.60	\$16.55
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.71	\$0.10	\$2.94	\$4.12
IRRIGATE (4X)		2.00 HR		\$15.00				\$15.00
<b>SUBTOTAL</b>		<b>3.69 HR</b>		<b>\$27.68</b>	<b>\$37.68</b>	<b>\$5.78</b>	<b>\$34.86</b>	<b>\$105.99</b>

<b>HARVEST OPERATIONS</b>								
COMBINE (CUSTOM)			\$16.57					\$16.57
HAUL (CUSTOM)			\$12.35					\$12.35
BALER, 2-WIRE	65 HP	0.21 HR		\$1.58	\$3.88	\$0.30	\$1.50	\$7.26
BALE WAGON	93 HP	0.20 HR		\$1.50	\$4.63	\$0.91	\$4.27	\$11.30
<b>SUBTOTAL</b>		<b>0.41 HR</b>	<b>\$28.92</b>	<b>\$3.08</b>	<b>\$8.51</b>	<b>\$1.21</b>	<b>\$5.77</b>	<b>\$47.49</b>

<b>OVERHEAD EXPENSES</b>								
DOWNTIME		0.53 HR		\$3.94				\$3.94
EMPLOYEE BENEFITS				\$5.54				\$5.54
INSURANCE			\$0.62					\$0.62
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$46.85				\$46.85
OTHER EXPENSES			\$89.78					\$89.78
<b>SUBTOTAL</b>		<b>0.53 HR</b>	<b>\$90.39</b>	<b>\$56.33</b>			<b>\$36.00</b>	<b>\$182.72</b>

<b>TOTAL OPERATING EXPENSES</b>		<b>4.63 HR</b>	<b>\$189.31</b>	<b>\$87.08</b>	<b>\$46.19</b>	<b>\$6.99</b>	<b>\$76.63</b>	<b>\$406.19</b>
<b>NET OPERATING PROFIT</b>								<b>\$219.56</b>
INTEREST ON OPERATING CAPITAL		( \$49.08 @ 5.00% )						\$2.45
INTEREST ON EQUIPMENT INVESTMENT								\$16.71
<b>RETURN TO LAND AND RISK</b>								<b>\$200.40</b>

<b>BUDGET SUMMARY</b>			
GROSS RETURN		\$625.75	
VARIABLE OPERATING EXPENSES	\$242.49		
RETURN OVER VARIABLE EXPENSES		\$383.26	(GROSS MARGIN)
FIXED EXPENSES	\$76.63		
NET FARM INCOME		\$306.63	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$87.08		
NET OPERATING PROFIT		\$219.56	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$19.16		
RETURN TO LAND AND RISK		\$200.40	

TABLE 10. Sweet corn, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2013.  
 Planting Dates: May 5 - May 25  
 Harvest Dates: August 15 - September 20

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS CORN	\$2.00	700.00 DOZEN	\$1,400.00
TOTAL			\$1,400.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$62.00	13 LBS	\$775.00		\$775.00
NITROGEN (N)	\$0.61	120 LBS	\$73.20		\$73.20
PHOSPHATE (P2O5)	\$0.60	45 LBS	\$27.00		\$27.00
HERBICIDE	\$19.28	1 ACRE	\$19.28		\$19.28
INSECTICIDE	\$13.18	2 X/ACRE	\$26.36		\$26.36
CANAL WATER		30 AC. IN.	\$5.00		\$5.00
SUBTOTAL			\$925.84		\$925.84

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	93 HP	0.14 HR		\$1.05	\$3.24	\$0.65	\$4.28	\$9.22
PLOW	93 HP	0.67 HR		\$5.03	\$15.50	\$3.42	\$10.27	\$34.21
SPRAY	65 HP	0.15 HR		\$1.13	\$2.77	\$0.29	\$8.72	\$12.91
FERT SPREADER	93 HP	0.05 HR		\$0.38	\$1.16	\$0.09	\$1.69	\$3.31
DISC	93 HP	0.14 HR		\$1.05	\$3.24	\$0.65	\$4.28	\$9.22
FLOAT	93 HP	0.24 HR		\$1.80	\$5.55	\$0.23	\$1.25	\$8.83
LISTER	65 HP	0.18 HR		\$1.35	\$3.33	\$0.59	\$29.04	\$34.31
PRE-IRRIGATE		0.75 HR		\$5.63				\$5.63
HAND PLANT		5.00 HR		\$37.50				\$37.50
SPRAY (2X)	65 HP	0.30 HR		\$2.25	\$5.54	\$0.59	\$17.44	\$25.82
CULTIVATOR (2X)	65 HP	0.42 HR		\$3.15	\$7.76	\$3.15	\$90.18	\$104.24
IRRIGATE (4X)		2.00 HR		\$15.00				\$15.00
SUBTOTAL		10.04 HR		\$75.30	\$48.09	\$9.66	\$167.14	\$300.20

HARVEST OPERATIONS								
HAND PICK		25.00 HR		\$187.50				\$187.50
HAUL	3/4 TON	6.25 HR		\$46.88	\$149.63	\$5.50	\$572.58	\$774.58
SUBTOTAL		31.25 HR		\$234.38	\$149.63	\$5.50	\$572.58	\$962.08

OVERHEAD EXPENSES								
DOWNTIME		3.26 HR		\$24.47				\$24.47
EMPLOYEE BENEFITS				\$55.74				\$55.74
INSURANCE			\$6.19					\$6.19
LAND TAXES						\$36.00		\$36.00
SUPERVISION AND MANAGEMENT				\$107.28				\$107.28
OTHER EXPENSES			\$89.78					\$89.78
SUBTOTAL		3.26 HR		\$95.97	\$187.49		\$36.00	\$319.46

TOTAL OPERATING EXPENSES		13.30 HR		\$1,021.81	\$497.16	\$197.72	\$15.16	\$775.72	\$2,507.57
NET OPERATING PROFIT									(\$1,107.57)
INTEREST ON OPERATING CAPITAL	(	\$490.29	@	5.00%	)				\$24.51
INTEREST ON EQUIPMENT INVESTMENT									\$199.97
RETURN TO LAND AND RISK									(\$1,332.05)

BUDGET SUMMARY			
GROSS RETURN		\$1,400.00	
VARIABLE OPERATING EXPENSES	\$1,234.69		
RETURN OVER VARIABLE EXPENSES		\$165.31	(GROSS MARGIN)
FIXED EXPENSES	\$775.72		
NET FARM INCOME		(\$610.41)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$497.16		
NET OPERATING PROFIT		(\$1,107.57)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$224.48		
RETURN TO LAND AND RISK		(\$1,332.05)	



TABLE 11. Summary of per acre costs and returns, 300 acre farm with above average management, Cibola County, Projected 2013.

	ALFALFA ESTABLISHMEN T	ALFALFA HAY	PERMANENT PASTURE ESTABLISHMEN	PERMANENT PASTURE	WHEAT FOR GRAIN	SWEET CORN
	TONS	TONS		AUMS	BU	DOZ
PRIMARY YIELD	3.50	4.00		6.00	65.00	700.00
PRIMARY PRICE	\$195.00	\$245.00		\$12.00	\$7.75	\$2.00
GOVERNMENT PAYMENTS	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00
SECOND INCOME	\$0.00	\$10.00		\$0.00	\$122.00	\$0.00
GROSS RETURN	\$682.50	\$990.00		\$72.00	\$625.75	\$1,400.00
CASH OPERATING EXPENSES						
SEED	\$158.20		\$46.80		\$52.00	\$775.00
FERTILIZER		\$24.00				\$100.20
CHEMICALS		\$1.50				\$45.64
CROP INSURANCE					\$0.00	
OTHER PURCHASED INPUTS		\$31.19			\$13.00	
CANAL WATER	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$41.89	\$32.58	\$28.89	\$0.00	\$46.19	\$197.72
FUEL-IRRIGATION						
REPAIRS	\$6.92	\$4.37	\$4.89	\$0.00	\$6.99	\$15.16
CUSTOM CHARGES					\$28.92	
LAND TAXES	\$36.00	\$36.00	\$36.00	\$36.00	\$36.00	\$36.00
OTHER EXPENSES	\$90.30	\$90.49	\$0.42	\$90.15	\$90.39	\$95.97
TOTAL CASH EXPENSES	\$338.31	\$225.14	\$122.00	\$131.15	\$278.49	\$1,270.69
RETURN OVER CASH EXPENSES	\$344.19	\$764.86	(\$122.00)	(\$59.15)	\$347.26	\$129.31
FIXED EXPENSES	\$45.64	\$39.83	\$29.33	\$16.30	\$40.63	\$739.72
TOTAL EXPENSES	\$383.95	\$264.97	\$151.33	\$147.45	\$319.12	\$2,010.41
NET FARM INCOME	\$298.55	\$725.03	(\$151.33)	(\$75.45)	\$306.63	(\$610.41)
LABOR AND MANAGEMENT COSTS	\$60.57	\$118.49	\$39.00	\$29.67	\$87.08	\$497.16
NET OPERATING PROFIT	\$237.98	\$606.54	(\$190.33)	(\$105.12)	\$219.56	(\$1,107.57)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL	\$4.60	\$1.73		\$0.13	\$2.45	\$24.51
INTEREST ON EQUIPMENT INVESTMENT	\$18.92	\$20.91		\$0.00	\$16.71	\$199.97
TOTAL CAPITAL COSTS	\$23.52	\$22.63	\$0.00	\$0.13	\$19.16	\$224.48
RETURN TO LAND AND RISK	\$214.46	\$583.91	(\$190.33)	(\$105.24)	\$200.40	(\$1,332.05)

TABLE 12. Whole farm summary, Cibola County,  
Projected 2013.

GROSS RETURNS		
ALFALFA HAY CROP	200 ACRES	\$196,000
GRAZING PASTURE	40 ACRES	\$2,000
WHEAT FOR GRAIN CROP	20 ACRES	\$2,880
GRAZING STRAW		\$10,075
SWEET CORN CROP	8 ACRES	\$440
		\$2,000
		\$11,200
GROSS RETURN		<u>\$224,595</u>
CASH OPERATING EXPENSES		
SEED		\$11,289
FERTILIZER		\$5,602
CHEMICALS		\$665
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$6,499
CANAL WATER		\$1,475
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$10,127
FUEL-IRRIGATION		\$0
REPAIRS		\$1,318
CUSTOM CHARGES		\$578
LAND TAXES		\$10,620
OTHER EXPENSES		\$26,539
TOTAL CASH EXPENSES		<u>\$74,711</u>
RETURN OVER CASH EXPENSES		\$149,884
FIXED EXPENSES		\$16,168
TOTAL EXPENSES		\$90,879
NET FARM INCOME		\$133,716
LABOR AND MANAGEMENT COSTS		\$32,195
NET OPERATING PROFIT		\$101,521
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$710
INTEREST ON EQUIPMENT INVESTMENT		\$6,588
TOTAL CAPITAL COSTS		<u>\$7,299</u>
RETURN TO LAND AND RISK		<u><u>\$94,222</u></u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	\$85,222	25.12%
\$2,000 /ACRE	\$76,222	14.42%
\$3,000 /ACRE	\$67,222	10.11%
\$4,000 /ACRE	\$58,222	7.78%
\$5,000 /ACRE	\$49,222	6.33%

\* 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)