

TABLE 4. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 20 acre part-time farm,
 San Juan County. Projected 2015
 Planting dates: April 15 - June 1
 Harvest dates: June 15 - July 1

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
OAT HAY	100.00	2.00 TONS (IN FIELD)						200.00
TOTAL								200.00
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
ALFALFA SEED	2.80	20.00 LBS	56.00					56.00
OAT SEED	0.30	45.00 LBS	13.50					13.50
PHOSPHATE (P2O5)	0.20	45.00 LBS	9.00					9.00
CANAL WATER		48.00 AC. IN.			75.00			75.00
CANAL WATER (MAINTENANCE)		1 ACRE			8.00			8.00
SUBTOTAL			78.50			83.00	161.50	
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	65 HP	0.83 HR		5.60	5.85	0.21	3.71	15.37
DISC (2X)	65 HP	0.84 HR		5.67	5.92	0.21	3.75	15.55
FERTILIZE	65 HP	0.05 HR		0.34	0.35	0.01	0.22	0.93
CORRUGATE	65 HP	0.41 HR		2.77	2.89	0.10	2.84	8.61
DRILL	65 HP	0.33 HR		2.23	2.33	0.08	1.47	6.11
DITCHER	65 HP	0.10 HR		0.68	0.70	0.02	0.45	1.85
IRRIGATE (6X)		3.00 HR		19.35				19.35
SUBTOTAL		5.56 HR		36.63	18.05	0.64	12.45	67.76
HARVEST OPERATIONS								
MOWER	65 HP	0.45 HR		3.04	3.17	0.37	6.97	13.55
RAKE	65 HP	0.26 HR		1.76	1.83	0.15	4.02	7.76
BALER (CUSTOM)			65.60					65.60
SUBTOTAL		0.71 HR	65.60	4.79	5.01	0.52	11.00	86.91
OVERHEAD EXPENSES								
DOWNTIME		2.43 HR		16.37				16.37
EMPLOYEE BENEFITS				4.97				4.97
INSURANCE			0.50					0.50
LAND TAXES							2.23	2.23
SUPERVISION AND MANAGEMENT				13.81				13.81
OTHER EXPENSES			144.71					144.71
SUBTOTAL		2.43 HR	145.21	35.14			2.23	182.58
TOTAL OPERATING EXPENSES		8.70 HR	289.31	76.57	23.05	1.16	108.67	498.76
NET OPERATING PROFIT								-298.76
INTEREST ON OPERATING CAPITAL (49.85 @	0.07)					3.24
INTEREST ON EQUIPMENT INVESTMENT								21.43
RETURN TO LAND AND RISK								-323.43

TABLE 5. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 20 acre part-time farm,
 San Juan County
 Projected 2015
 Harvesting dates: June 10 - October 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	235.00	5.50	TONS (IN FIELD)					1,292.50
GRAZING	10.00	1.40	AUM					14.00
TOTAL							1,306.50	
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
PHOSPHATE (P2O5)	0.40	45.00 LBS	18.00					18.00
ESTABLISHMENT: Principal		6.00 YEARS					53.90	53.90
: Interest							17.24	17.24
LIVESTOCK FAC & EQUIP							5.00	5.00
CANAL WATER		60.00 AC. IN.					93.75	93.75
CANAL WATER (MAINTENANCE)		1 ACRE					8.00	8.00
SUBTOTAL			18.00				177.90	195.90
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERTILIZE	65 HP	0.05 HR		0.34	0.35	0.01	0.22	0.93
DITCHER	65 HP	0.10 HR		0.68	0.70	0.02	0.45	1.85
CORRUGATE	65 HP	0.41 HR		2.77	2.89	0.10	2.84	8.61
IRRIGATE (10X)		5.00 HR		32.25				32.25
SUBTOTAL		5.56 HR		36.03	3.95	0.14	3.51	43.63
HARVEST OPERATIONS								
MOWER (3X)	65 HP	1.35 HR		9.11	9.52	1.11	20.92	40.66
RAKE (3X)	65 HP	0.78 HR		5.27	5.50	0.45	12.07	23.29
BALER (CUSTOM)			180.40					180.40
SUBTOTAL		2.13 HR	180.40	14.38	15.02	1.56	32.99	244.34
OVERHEAD EXPENSES								
DOWNTIME		0.55 HR		3.68				3.68
EMPLOYEE BENEFITS				6.05				6.05
INSURANCE			0.60					0.60
LAND TAXES							2.23	2.23
SUPERVISION AND MANAGEMENT				58.35				58.35
OTHER EXPENSES			144.71					144.71
SUBTOTAL		0.55 HR	145.32	68.08			2.23	215.62
TOTAL OPERATING EXPENSES		8.24 HR	343.72	118.49	18.96	1.70	216.63	699.50
NET OPERATING PROFIT							607.00	
INTEREST ON OPERATING CAPITAL	(26.44	@	0.07			1.72	
INTEREST ON EQUIPMENT INVESTMENT							27.91	
RETURN TO LAND AND RISK							577.37	

BUDGET SUMMARY

GROSS RETURN		1,306.50	
VARIABLE OPERATING EXPENSES	364.38		
RETURN OVER VARIABLE EXPENSES		942.12	(GROSS MARGIN)
FIXED EXPENSES	216.63		
NET FARM INCOME		725.49	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	118.49		
NET OPERATING PROFIT		607.00	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	29.63		
RETURN TO LAND AND RISK		577.37	

TABLE 6. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 20 acre part-time farm, San Juan County. Projected 2015
Planting dates: August 15 - September 15

ITEM	PRICE	QUANTITY	PURCHASED INPUTS				TOTAL	
						FIXED COST		
PURCHASED INPUTS								
SEED	2.50	15.00 LBS		37.50			37.50	
NITROGEN (N)	0.29	20.00 LBS		5.80			5.80	
PHOSPHATE (P205)	0.20	50.00 LBS		10.00			10.00	
CANAL WATER		21.00 AC. IN.				32.81	32.81	
CANAL WATER (MAINTENANCE)						8.00	8.00	
SUBTOTAL				53.30		40.81	94.11	
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	65 HP	0.83 HR		5.60	5.85	0.21	3.71	15.37
DISC (2X)	65 HP	0.84 HR		5.67	5.92	0.21	3.75	15.55
HARROW	65 HP	0.41 HR		2.77	2.89	0.10	2.84	8.61
FERTILIZE	65 HP	0.05 HR		0.34	0.35	0.01	0.22	0.93
CORRUGATE	65 HP	0.41 HR		2.77	2.89	0.10	2.84	8.61
DRILL	65 HP	0.33 HR		2.23	2.33	0.08	1.47	6.11
DITCHER	65 HP	0.10 HR		0.68	0.70	0.02	0.45	1.85
IRRIGATE (3X)		1.50 HR		9.68				9.68
SUBTOTAL		4.47 HR		29.72	20.94	0.74	15.29	66.69
OVERHEAD EXPENSES								
DOWNTIME		0.74 HR		5.01				5.01
EMPLOYEE BENEFITS				3.57				3.57
INSURANCE			0.36					0.36
SUPERVISION AND MANAGEMENT				9.42				9.42
SUBTOTAL		0.74 HR	0.36	18.00				18.35
TOTAL OPERATING EXPENSES		5.21 HR	53.66	47.72	20.94	0.74	56.10	179.16

TABLE 7. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 20 acre part-time farm,
San Juan County.
Harvesting dates: Year Round
Projected 2015

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
PASTURE	12.00	7.00	AUMS					84.00	
TOTAL								84.00	
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
NITROGEN (N)	0.29	100.00	LBS	29.00				29.00	
ESTABLISHMENT: Principal		20.00	YEARS				8.96	8.96	
: Interest							5.02	5.02	
CANAL WATER		62.00	AC. IN.				96.88	96.88	
CANAL WATER (MAINTENANCE)		1	ACRE				8.00	8.00	
SUBTOTAL				29.00			118.85	147.85	
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS		LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERTILIZE	65 HP	0.05	HR		0.34	0.35	0.01	0.22	0.93
CORRUGATE	65 HP	0.41	HR		2.77	2.89	0.10	2.84	8.61
DITCHER	65 HP	0.10	HR		0.68	0.70	0.02	0.45	1.85
IRRIGATE (11X)		5.50	HR		35.48				35.48
SUBTOTAL		6.06	HR		39.26	3.95	0.14	3.51	46.86
OVERHEAD EXPENSES									
DOWNTIME		0.14	HR			0.95			0.95
EMPLOYEE BENEFITS						4.71			4.71
INSURANCE					0.47				0.47
LAND TAXES								2.23	2.23
SUPERVISION AND MANAGEMENT						9.14			9.14
OTHER EXPENSES					144.71				144.71
SUBTOTAL		0.14	HR		145.18	14.80		2.23	162.21
TOTAL OPERATING EXPENSES		6.20	HR		174.18	54.05	0.14	124.59	356.91
NET OPERATING PROFIT								-272.91	PASTURE LIVESTOCK
								-0.06736	0.01
INTEREST ON OPERATING CAPITAL	(15.52	@	0.07)			1.01	
INTEREST ON EQUIPMENT INVESTMENT								3.37	
RETURN TO LAND AND RISK								-277.29	
BUDGET SUMMARY									
GROSS RETURN		84.00							
VARIABLE OPERATING EXPENSES	178.27								
RETURN OVER VARIABLE EXPENSES	-94.27	(GROSS MARGIN)							
FIXED EXPENSES	124.59								
NET FARM INCOME	-218.86	(RETURN TO CAPITAL, LABOR, LAND & RISK)							
LABOR AND MANAGEMENT COST	54.05								
NET OPERATING PROFIT	-272.91	(RETURN TO CAPITAL, LAND & RISK)							
CAPITAL COSTS	4.38								
RETURN TO LAND AND RISK	-277.29								

TABLE 8. Summary of per acre costs and returns for a 20 acre part-time farm,
San Juan County. Projected 2015

	ANNUAL		ANNUAL PASTURE EST.	ANNUAL PASTURE
	ALFALFA ESTABLISHMENT	ALFALFA HAY -----FLOOD-----		
	TONS	TONS		AUMS
PRIMARY YIELD	2.00	5.50		7.00
PRIMARY PRICE	100.00	235.00		12.00
GOVERNMENT PAYMENTS	0.00	0.00		0.00
SECOND INCOME	0.00	14.00		0.00
GROSS RETURN	200.00	1,306.50		84.00
CASH OPERATING EXPENSES				
SEED	69.50		37.50	
FERTILIZER	9.00	18.00	15.80	29.00
CHEMICALS				
CROP INSURANCE				
OTHER PURCHASED INPUTS	0.00	0.00	0.00	0.00
CANAL WATER				
FUEL, OIL & LUBRICANTS-EQUIPMENT	23.05	18.96	20.94	3.95
FUEL-IRRIGATION				
REPAIRS	1.16	1.70	0.74	0.14
CUSTOM CHARGES	65.60	180.40		
LAND TAXES	2.23	2.23		2.23
OTHER EXPENSES	145.21	145.32	0.36	145.18
TOTAL CASH EXPENSES	315.75	366.61	75.34	180.50
RETURN OVER CASH EXPENSES	-115.75	939.89	-75.34	-96.50
FIXED EXPENSES	106.45	214.40	56.10	122.36
TOTAL EXPENSES	422.19	581.01	131.44	302.86
NET FARM INCOME	-222.19	725.49	-131.44	-218.86
LABOR AND MANAGEMENT COSTS	76.57	118.49	47.72	54.05
NET OPERATING PROFIT	-298.76	607.00	-179.16	-272.91
CAPITAL COSTS				
INTEREST ON OPERATING CAPITAL	3.24	1.72		1.01
INTEREST ON EQUIPMENT INVESTMENT	21.43	27.91		3.37
TOTAL CAPITAL COSTS	24.67	29.63	0.00	4.38
RETURN TO LAND AND RISK	-323.43	577.37	-179.16	-277.29

TABLE 9. Whole farm summary, San Juan County. Projected 2015

GROSS RETURNS		
OAT HAY	1.50 ACRES	
CROP		\$300.00
GRAZING		\$0.00
ALFALFA HAY	9.00 ACRES	
CROP		\$11,632.50
GRAZING		\$126.00
PASTURE	10.00 ACRES	
GRAZING		\$840.00
LIVESTOCK		\$15,384.00
GROSS RETURN		<u>\$28,282.50</u>
CASH OPERATING EXPENSES		
FORAGE		\$966.00
FEED AND LIVESTOCK		\$11,689.98
SEED		\$123.00
FERTILIZER		\$473.40
CHEMICALS		\$0.00
CROP INSURANCE		\$0.00
OTHER PURCHASED INPUTS		\$0.00
CANAL WATER		\$0.00
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$255.21
FUEL-IRRIGATION		\$0.00
REPAIRS		\$18.81
CUSTOM CHARGES		\$1,722.00
LAND TAXES		\$45.66
OTHER EXPENSES		\$3,699.11
TOTAL CASH EXPENSES		<u>\$18,993.17</u>
RETURN OVER CASH EXPENSES		\$9,289.33
FIXED EXPENSES		\$3,906.25
TOTAL EXPENSES		\$22,899.41
NET FARM INCOME		\$5,383.09
LABOR AND MANAGEMENT COSTS		\$2,316.93
NET OPERATING PROFIT		\$3,066.16
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$30.42
INTEREST ON EQUIPMENT INVESTMENT		\$317.06
INTEREST ON LIVESTOCK ENTERPRISE		\$2,147.09
TOTAL CAPITAL COSTS		<u>\$2,494.57</u>
RETURN TO LAND AND RISK		<u>\$571.59</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
1,000.00 /ACRE	-228.41	0.12
2,500.00 /ACRE	-1,428.41	0.06
4,000.00 /ACRE	-2,628.41	0.04
5,500.00 /ACRE	-3,828.41	0.03
7,000.00 /ACRE	-5,028.41	0.02
8,500.00 /ACRE	-6,228.41	0.02

* 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)