TABLE 1. Acreage Summary, Luna County, Projected 2016

BUDGET AREA	DEMING AREA, LUNA COUNTY
FARM SIZE	.640 ACRES ACRES
IRRIGATION TYPE	FLOOD
NUMBER OF CROSS	40

		WATER	USE
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	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 P	ER ACRE OF WATER	RIGHTS	2.53

<sup>\*</sup>DOUBLE-CROPPED

TABLE 2. Basic cost information for the Deming area, Projected 2016

	Item					
Labor Wag	ge Rate:		\$/hour		\$7.50	
Purchased	I Inputs:					
Fertilize	r:					
	Nitrogen (N)		\$/pound		\$0.48	
	Phosphate (P205)		\$/pound		\$0.61	
	Anhydrous Ammonia (NF	13)	\$/ton		\$678.00	
Seed:						
	Wheat		\$/pound		\$0.30	
	Chile					
	green		\$/pound		\$36.40	
	red		\$/pound		\$36.40	
	Grain Sorghum		\$/pound		\$1.70	
	Cotton		\$/pound		\$7.55	
	Lettuce					
	spring		\$/pound		\$1.89	
	fall		\$/pound		\$1.96	
Energy:						
Natural	gas (Gas Co. of NM)		\$/MCF		\$3.01	
Diesel fr	uel		\$/gallon		\$2.55	
Gasoline	Э		\$/gallon	\$2.40		
Electrici	ty (Columbus)		cents/KwHr	7.45		
LP Gas			\$/gallon		\$2.75	
Employee	Employee Liability Insurance		\$/\$1,000 w	ages	\$20.00	
Employee	Benefits		percent/wages		18.00%	
Labor Dov	vntime		percent		25.00%	
Financial F	Rates:					
Operating	Capital Interest Rate		percent		5.50%	
Land Inte	rest Rate		percent		5.00%	
Equipme	nt Interest Rate		percent		5.50%	
Real Inte	rest Rate		percent		3.00%	
Land Taxe	s	\$223.00	/acre (full va	alue)	\$1.88	
Personal F	Property Tax Rate	- NR	\$/\$1,000	(Assessed	\$25.30	
		- R		Value)	\$22.27	
Supervisio	n Factors					
Field Cr	op-Irrigation		\$/labor hou	r	\$1.00	
	op-Equipment & General		\$/labor hou	r	\$0.50	
Vegetal	ole Crop-Irrigation		\$/labor hou	r	\$2.90	
Vegetal	ole Crop-Equip. & General		\$/labor hou	r	\$1.00	
Managem	ent Rate					
Field Cr			percent/GR		7.00%	
Vegetal	ole Crops		percent/TO	E	10.00%	

TABLE 3. Overhead cost information for Deming area, Projected 2016

Item					
Electricity (Domestic &	Shop)		\$250.00	per month	\$3,000
Telephone			\$162.50	per month	\$1,950
Accounting & Legal					\$17,475
Misc. Supplies & Hand	Tools				\$2,744
Pickup and Auto					
miles	25,750	@	\$0.500 per mile		\$12,875
Insurance					
- general liability (non-	employee)				\$1,919
- fire/theft					\$1,519
Property Taxes					
<ul> <li>non-planted land</li> </ul>					\$0
- other than land & ma	chinery				\$6,010
Building repairs and ma	intenance				\$1,456
Dues, fees, publications	;				\$425
Farmstead Equipment					\$194
				Total	\$49,566
			Total Per Planted Acre	•	\$77.45

TABLE 6. Wheat, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2016
Planting dates: January 1 - February 10

ITEM	PRICE		YIELD							TOTAL
GROSS RETURNS										
WHEAT	\$8.33		50 C							\$416.67
DIRECT PAYMENT	\$0.00		50 C	CWT						\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00									\$0.00
TOTAL									=	\$416.67
ED	PDIOE		OLIANITI		PURCHASED				FIXED	TOTAL
INPUTS	PRICE		QUANTIT	I Y	INPUTS				COST	TOTAL
SEED	\$0.30		100 L	.BS	\$30.00					\$30.00
ANHYDROUS AMMONIA (NH3)	\$0.34		250 L		\$84.75					\$84.75
NITROGEN (N)	\$0.48		30 L		\$14.40					\$14.40
PHOSPHATE (P2O5)	\$0.61		80 L		\$48.80					\$48.80
PUMP WATER*			20 A	ACRE IN.						•• ••
CROP INSURANCE SUBTOTAL	\$0.74			=	\$0.74 \$178.69				-	\$0.74 \$178.69
EST OPERATI	POWER UNIT		ACCOMPLISH RATE	HMENT	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC (2X)	185 HP		0.28 F			\$2.10	\$6.96	\$2.05	\$4.16	\$15.27
LISTER	140 HP		0.12 F			\$0.90	\$2.25	\$0.84	\$2.04	\$6.03
FERTILIZE	140 HP		0.05 H			\$0.38	\$0.94	\$0.22	\$0.66	\$2.19
DRILL	140 HP		0.18 ⊦			\$1.35	\$3.38	\$0.97	\$8.98	\$14.68
IRRIGATE (4X)			2 ⊦	HK .		\$15.00	\$51.19	\$1.47	\$18.25	\$85.90
SUBTOTAL		_	2.63 H	łR		\$19.73	\$64.71	\$5.55	\$34.10	\$124.08
HARVEST OPERATIONS										
COMBINE (CUSTOM)					\$26.00					\$26.00
HAUL (CUSTOM)					\$9.50					\$9.50
SUBTOTAL		_	0.00 H	-IR	\$35.50	\$0.00	\$0.00	\$0.00	\$0.00	\$35.50
			0.00 1		ψου.συ	ψ0.00	ψ0.00	ψ0.00	ψ0.00	ψου.σσ
OVERHEAD EXPENSES										
DOWNTIME			0.1575 H	HR.		\$1.18				\$1.18
EMPLOYEE BENEFITS						\$3.55				\$3.55
INSURANCE					\$0.39					\$0.39
LAND TAXES									\$1.88	\$1.88
SUPERVISION AND MANAGEMENT						\$31.48				\$31.48
OTHER EXPENSES					\$77.45					\$77.45
SUBTOTAL		_	0.16 H	łR	\$77.84	\$36.21			\$1.88	\$115.94
TOTAL OPERATING EXPENSES		-	2.79 H	łR	\$292.03	\$55.94	\$64.71	\$5.55	\$35.98	\$454.20
NET OPERATING PROFIT										(\$37.54)
INTEREST ON OPERATING CAPITAL		(	\$109.87	@	5.50%	)				\$6.04
INTEREST ON EQUIPMENT INVESTMENT				•		,				\$6.59
RETURN TO LAND AND RISK										(\$50.17)
* Pump water costs are shown under irrigation										

BUDGET SUMMARY

GROSS RETURN	<b>\$</b> 000 00	\$416.67	
VARIABLE OPERATING EXPENSES RETURN OVER VARIABLE EXPENSES	\$362.29	\$54.38	(GROSS MARGIN)
FIXED EXPENSES	\$35.98	<b>Ф</b> 34.36	(GROSS MARGIN)
NET FARM INCOME	φ33.30	\$18.40	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$55.94	ψ10.40	(RETORN TO ON TIME, ENDON, END WHON)
NET OPERATING PROFIT	******	(\$37.54)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$12.64	(,,,	, , , , , , , , , , , , , , , , , , , ,
RETURN TO LAND AND RISK		(\$50.17)	

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, Projected 2016
Planting dates: May 10 - July 10
Harvest dates: October 15 - November 15

ITEM PRICE YIELD TOTAL GROSS RETURNS
GRAIN SORGHUM
DIRECT PAYMENT
COUNTER CYCLICAL PAYMENT 70.00 CWT 70.00 CWT 0.00 CWT \$5.91 \$414.00 \$0.00 \$0.00 \$0.00 \$0.00 TOTAL \$414.00

ED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$1.70	8 LBS	\$13.60					\$13.60
ANHYDROUS AMMONIA (NH3)	\$0.34	200 LBS	\$67.80					\$67.80
NITROGEN (N)	\$0.48	30 LBS	\$14.40					\$14.40
PHOSPHATE (P2O5)	\$0.61	70 LBS	\$42.70					\$42.70
HERBICIDE	\$15.54	1 ACRE	\$15.54					\$15.54
INSECTICIDE (AERIAL)	\$18.95	1 ACRE	\$18.95					\$18.95
INSECTICIDE	\$11.16	1 DOLLAR						\$11.16
PUMP WATER*		30 AC. IN.						
CROP INSURANCE	\$0.53		\$0.53					\$0.53
SUBTOTAL			\$184.69				•	\$184.69
EST	POWER	ACCOMPLISHMENT	DUDCHASED		FUEL &		FIXED	
OPERATI	UNIT	RATE	INPUTS	LABOR	LUBE	REPAIRS	COST	TOTAL
OPERATI	UNII	KAIE	INPUIS	LABOR	LUBE	REPAIRS	0031	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$3.48	\$1.02	\$2.08	\$7.64
PLOW	185 HP	0.48 HR		\$3.60	\$11.93	\$3.80	\$7.27	\$26.60
DISC	185 HP	0.14 HR		\$1.05	\$3.48	\$1.02	\$2.08	\$7.64
DRAG	80 HP	0.2 HR		\$1.50	\$2.92	\$0.19	\$0.29	\$4.90
LISTER & SPRAY	140 HP	0.13 HR		\$0.98	\$2.44	\$1.00	\$2.56	\$6.98
FERTILIZE	140 HP	0.05 HR		\$0.38	\$0.94	\$0.22	\$0.66	\$2.19
PRE-IRRIGATE		0.75 HR		\$5.63	\$12.80	\$0.37	\$4.56	\$23.35
ROLLING CULT	80 HP	0.13 HR		\$0.98	\$1.90	\$0.61	\$0.82	\$4.30
PLANTER	140 HP	0.17 HR		\$1.28	\$3.19	\$1.09	\$3.95	\$9.50
CULTIVATOR (2X)	80 HP	0.26 HR		\$1.95	\$3.80	\$1.05	\$0.65	\$7.45
ROTO BUCK (6X)	140 HP	0.18 HR		\$1.35	\$3.38	\$0.79	\$2.65	\$8.17
IRRIGATE (5X)		2.5 HR		\$18.75	\$63.98	\$1.84	\$22.81	\$107.38
SUBTOTAL		5.13 HR		\$38.48	\$114.24	\$12.99	\$50.39	\$216.10
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		\$1.05	\$2.63	\$0.67	\$2.44	\$6.78
OVERHEAD EXPENSES								
DOWNTIME		0.505 HR		\$3.79				\$3.79
EMPLOYEE BENEFITS		0.000 1110		\$7.11				\$7.11
INSURANCE			\$0.79	Ψ7.11				\$0.79
LAND TAXES			ψ00				\$1.88	\$1.88
SUPERVISION AND MANAGEMENT				\$33.24			ψ1.00	\$33.24
OTHER EXPENSES			\$77.45	*****				\$77.45
SUBTOTAL		0.51 HR	\$78.24	\$44.14			\$1.88	\$124.26
TOTAL OPERATING EXPENSES		5.78 HR	\$291.22	\$83.67	\$116.86	\$13.66	\$54.72	\$560.13
NET OPERATING PROFIT								(\$146.13)
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTM	ENT	( \$127.33 @	5.50%	)				\$7.00 \$11.91
RETURN TO LAND AND RISK								(\$165.04)

* Pump water costs are shown under irrigation in the p	reharvest operations BUDGET S			
GROSS RETURN		\$414.00		
VARIABLE OPERATING EXPENSES	\$421.74			
RETURN OVER VARIABLE EXPENSES		(\$7.74)	(GROSS MARGIN)	
FIXED EXPENSES	\$54.72			
NET FARM INCOME		(\$62.46)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$83.67			
NET OPERATING PROFIT		(\$146.13)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$18.91			
RETURN TO LAND AND RISK		(\$165.04)		

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, Projected 2016
Planting dates: April 1 - May 15

Harvest dates: October				_						
ITEM	PRICE		YIE	LD						TOTAL
GROSS RETURNS	£0.72		750	LDC						©E 40.00
LINT SEED	\$0.72 \$0.08		1200	LBS LBS						\$540.00 \$96.00
DIRECT PAYMENT	\$0.00		1080	LBS						\$0.00
COUNTER CYCLICAL PAYMENT	\$0.09		0	LBS						\$0.00
TOTAL									-	\$636.00
ED INPUTS	PRICE		QUAN	TITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$7.55		18	LBS	\$135.90					\$135.90
ANHYDROUS AMMONIA (NH3)	\$0.34			LBS	\$50.85					\$50.85
NITROGEN (N)	\$0.48			LBS	\$14.40					\$14.40
PHOSPHATE (P2O5)	\$0.61			LBS	\$48.80					\$48.80
HERBICIDE INSECTICIDE	\$15.54 \$11.16			ACRE ACRE	\$15.54 \$11.16					\$15.54 \$11.16
CROP INSURANCE	\$0.18			FCIC	\$0.18					\$0.18
PUMP WATER*			26	AC. IN.						
SUBTOTAL					\$276.83				-	\$276.83
EST OPERATI	POWER		ACCOMPL		PURCHASED INPUTS	LADOD	FUEL &	REPAIRS	FIXED	TOTAL
	UNIT		RA	10	INPUIS	LABOR	LUBE	REPAIRS	COST	TOTAL
DISC (2X)	185 HP		0.28			\$2.10	\$6.96	\$2.05	\$4.16	\$15.27
PLOW DISC	185 HP 185 HP		0.48 0.14			\$3.60 \$1.05	\$11.93 \$3.48	\$3.80 \$1.02	\$7.27 \$2.08	\$26.60 \$7.64
DRAG (2X)	80 HP			HR		\$1.50	\$2.92	\$0.19	\$0.29	\$4.90
LISTER & SPRAY	140 HP		0.13			\$0.98	\$2.44	\$1.00	\$2.56	\$6.98
FERTILIZE PRE-IRRIGATE	140 HP		0.05 0.75			\$0.38	\$0.94	\$0.22	\$0.66	\$2.19
ROLLING CULT	80 HP		0.75			\$5.63 \$0.98	\$13.31 \$1.90	\$0.38 \$0.61	\$4.74 \$0.82	\$24.06 \$4.30
PLANTER	140 HP		0.17			\$1.28	\$3.19	\$1.09	\$3.95	\$9.50
CULTIVATOR (3X)	80 HP		0.39	HR		\$2.93	\$5.70	\$1.58	\$0.98	\$11.18
HAND HOE (CUSTOM) (2X) ROTO BUCK (5X)	140 HP		0.15	ШΒ	\$50.00	\$1.13	\$2.81	\$0.66	¢2 21	\$50.00 \$6.81
IRRIGATE (4X)	140 HF			HR		\$15.00	\$53.24	\$1.53	\$2.21 \$18.98	\$88.74
SUBTOTAL		=	4.87	HR	\$50.00	\$36.53	\$108.82	\$14.12	\$48.71	\$258.17
HARVEST OPERATIONS										
COTTON PICKER (2X)	2 ROW		1.24	ΗР		\$9.30	\$18.00	\$0.04	\$36.37	\$63.70
COTTON TRAILER (2X)	HALF TON			HR	****	\$7.50	\$15.12	\$0.81	\$10.52	\$33.95
GIN COTTON (CUSTOM)		_			\$139.20					\$139.20
SUBTOTAL			2.24	HR	\$139.20	\$16.80	\$33.12	\$0.84	\$46.89	\$236.85
POST HARVEST OPERATIONS										
SHREDDER	126 HP		0.14	HR		\$1.05	\$2.63	\$0.67	\$2.44	\$6.78
OVERHEAD EXPENSES										
DOWNTIME			1.0325	HR		\$7.74				\$7.74
EMPLOYEE BENEFITS						\$9.79				\$9.79
INSURANCE LAND TAXES					\$1.09				\$1.88	\$1.09 \$1.88
SUPERVISION AND MANAGEMEN	Т					\$49.52			Ψ1.00	\$49.52
OTHER EXPENSES					\$77.45					\$77.45
SUBTOTAL		-	1.03	HR	\$78.53	\$67.05			\$1.88	\$147.47
TOTAL OPERATING EXPENSES		-	8.28	HR	\$544.56	\$121.43	\$144.56	\$15.62	\$99.92	\$926.10
NET OPERATING PROFIT										(\$290.10
INTEREST ON OPERATING CAPIT INTEREST ON EQUIPMENT INVES		(	\$184.40	@	5.50%	)				\$10.14 \$22.74
RETURN TO LAND AND RISK										(\$322.98
* Pump water costs are shown unde	r irrigation in the preh	arvest operat	ions section.							
	3	BUDGET S								
GROSS RETURN		<b>.</b>	\$636.00							
VARIABLE OPERATING EXPENSES RETURN OVER VARIABLE EXPENSE		\$704.75	(\$68.75)	(CDOS	S MARGIN)					
FIXED EXPENSES	_0	\$99.92	(ψυσ. / 5)	(GROS)	J WANGIN)					
NET FARM INCOME			(\$168.67)	(RETUR	RN TO CAPITAL, LA	ABOR, LAND	& RISK)			
LABOR AND MANAGEMENT COST		\$121.43	(\$200.40)	/DETI-	NITO CADITAL L	VID 6 DIGIO				
NET OPERATING PROFIT			(\$290.10)	(KEIUF	RN TO CAPITAL, LA	אטואט מ אוטא)				
CAPITAL COSTS		\$32.88								

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, Projected 2016
Planting dates: March 15 - May 1

Llancastina	40400.	A	45	Cantambar	45
narvesung	dates.	August	15 -	September	10

Harvesting dates: August	15 - September 15									
ITEM	PRICE		YIEL	D						TOT
GROSS RETURNS GREEN CHILE RED CHILE	\$490.00 \$0.00		11.00 0.00	TONS LBS						\$5,390.0 \$0.0
TOTAL										\$5,390.0
-0					DUDCUACED				FIVED	
ED NPUTS	PRICE		QUANT	ΓΙΤΥ	PURCHASED INPUTS				FIXED COST	тот
CEED	£20.40		4	LDC	£445.60					£14F.6
SEED ANHYDROUS AMMONIA (NH3)	\$36.40 \$0.34		300	LBS LBS	\$145.60 \$101.70					\$145.6 \$101.7
NITROGEN (N)	\$0.48			LBS	\$28.80					\$28.8
PHOSPHATE (P2O5)	\$0.61			LBS	\$91.50					\$91.5
HERBICIDE	\$15.54			ACRE	\$15.54					\$15.5
INSECTICIDE CROP INSURANCE	\$15.54 \$72.58			ACRE DOLLARS	\$15.54 \$72.58					\$15. \$72.
PUMP WATER*	ψ12.00			AC. IN.	ψ. 2.00					Ų, Z.,
SUBTOTAL				-	\$471.25					\$471.2
EST DPERATI	POWER UNIT		ACCOMPLIS RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	тот
DISC	185 HP		0.14	HR		\$1.05	\$3.48	\$1.02	\$2.08	\$7.6
PLOW	185 HP		0.48			\$3.60	\$11.93	\$3.80	\$7.27	\$26.6
DISC	185 HP		0.14	HR	\$73.33	\$1.05	\$3.48	\$1.02	\$2.08	\$7.6 \$73.3
LASER (CUSTOM) LISTER & SPRAY	140 HP		0.13	HR	φ/3.33	\$0.98	\$2.44	\$1.00	\$2.56	\$6.9
FERTILIZE	140 HP		0.05			\$0.38	\$0.94	\$0.22	\$0.66	\$2.
PRE-IRRIGATE			0.75			\$5.63	\$9.21	\$0.26	\$3.28	\$18.3
ROLLING CULT PLANTER	80 HP 140 HP		0.13 0.17			\$0.98 \$1.28	\$1.90 \$3.19	\$0.61 \$1.09	\$0.82 \$3.95	\$4.3 \$9.5
CULTIVATOR (5X)	80 HP		0.17			\$4.88	\$9.50	\$2.63	\$1.63	\$18.6
THIN & HOE (CUSTOM)					\$90.00					\$90.0
ROTO BUCK (7X) IRRIGATE (14X)	140 HP		0.21 7	HR HR		\$1.58 \$52.50	\$3.94 \$128.99	\$0.92 \$3.71	\$3.09 \$45.98	\$9.5 \$231.
SUBTOTAL		-	9.85	HR	\$163.33	\$73.88	\$179.00	\$16.27	\$73.42	\$505.9
HARVEST OPERATIONS										
HARVEST GREEN (CUSTOM)					\$1,089.00					\$1,089.0
HARVEST RED (CUSTOM)					\$0.00					\$1,069.0
HAUL	3/4 TON		6	HR	****	\$45.00	\$90.72	\$28.65	\$36.48	\$200.8
SUBTOTAL		-	6.00	HR	\$1,089.00	\$45.00	\$90.72	\$28.65	\$36.48	\$1,289.8
POST HARVEST OPERATIONS										
SHREDDER	80 HP		0.29	HR		\$2.18	\$4.24	\$1.35	\$1.83	\$9.6
SUBTOTAL		-	0.29	HR	\$0.00	\$2.18	\$4.24	\$1.35	\$1.83	\$9.6
OVERHEAD EXPENSES										
DOWNTIME			0.565	HR		\$4.24				\$4.2
EMPLOYEE BENEFITS					A. 50	\$13.69				\$13.6
INSURANCE LAND TAXES					\$1.52				\$1.88	\$1.5 \$1.8
SUPERVISION AND MANAGEMENT						\$137.58			*	\$137.5
OTHER EXPENSES					\$77.45					\$77.4
SUBTOTAL		-	0.57	HR	\$78.97	\$155.51			\$1.88	\$236.3
OTAL OPERATING EXPENSES		-	16.71	HR	\$1,802.55	\$276.56	\$273.96	\$46.28	\$113.61	\$2,512.9
IET OPERATING PROFIT										\$2,877.0
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVEST		(	\$385.61	@	5.50%	)				\$21.2 \$35.9
RETURN TO LAND AND RISK										\$2,819.8
* Pump water costs are shown under it										
	E	BUDGET S	SUMMARY							
GROSS RETURN			\$5,390.00							
VARIABLE OPERATING EXPENSES RETURN OVER VARIABLE EXPENSES		2,122.79	\$3,267.21	(CDOS)	S MARGIN)					
FIXED EXPENSES		\$113.61	ψυ, <b>∠</b> 01.∠1	(0000	MANGIN)					
IET FARM INCOME			\$3,153.59	(RETUR	N TO CAPITAL, LA	ABOR, LAND	& RISK)			
LABOR AND MANAGEMENT COST		\$276.56		(DETUS		NID & DIOLO				
IET ODED ATIMO DOOCIT										
NET OPERATING PROFIT CAPITAL COSTS		\$57.16	\$2,877.04	(KETUK	N TO CAPITAL, LA	AND & KISK)				

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, Projected 2016
Planting dates: March 15 - May 1

ITEM	PRICE		YIEL	.D						TOTA
GROSS RETURNS RED CHILE	\$0.73		4,000.00	LBS						\$2,920.00
TOTAL										\$2,920.00
PURCHASE D INPUTS	PRICE		QUAN	ΓΙΤΥ	PURCHASED INPUTS				FIXED COST	TOTA
SEED	\$36.40		4	LBS	\$145.60					\$145.60
ANHYDROUS AMMONIA (NH3)	\$0.34			LBS	\$77.97					\$77.97
NITROGEN (N) PHOSPHATE (P2O5)	\$0.48 \$0.61			LBS LBS	\$28.80 \$91.50					\$28.8 \$91.5
HERBICIDE	\$15.54			ACRE	\$15.54					\$15.5
INSECTICIDE	\$15.54			ACRE	\$15.54					\$15.5
CROP INSURANCE PUMP WATER*	\$76.22			DOLLARS AC. IN.	\$76.22					\$76.2
SUBTOTAL					\$451.17					\$451.1
ST OPERATIO	POWER UNIT		ACCOMPLI RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTA
DISC	185 HP		0.14			\$1.05	\$3.48	\$1.02	\$2.08	\$7.6
PLOW DISC	185 HP		0.48			\$3.60	\$11.93	\$3.80 \$1.02	\$7.27	\$26.6 \$7.6
DRAG (2X)	185 HP 80 HP		0.14 0.2	HR HR		\$1.05 \$1.50	\$3.48 \$2.92	\$0.19	\$2.08 \$0.07	\$7.6 \$4.6
LISTER	140 HP		0.12			\$0.90	\$2.25	\$0.84	\$2.04	\$6.0
FERTILIZE PRE-IRRIGATE	140 HP		0.05 0.75			\$0.38 \$5.63	\$0.94 \$10.24	\$0.22 \$0.29	\$0.66 \$3.65	\$2.1 \$19.8
ROLLING CULT	80 HP		0.13			\$0.98	\$1.90	\$0.23	\$0.82	\$4.3
PLANTER	140 HP		0.17			\$1.28	\$3.19	\$1.09	\$3.95	\$9.5
CULTIVATOR (5X) THIN & HOE (CUSTOM)	80 HP		0.65	HR	\$90.00	\$4.88	\$9.50	\$2.63	\$1.63	\$18.6 \$90.0
ROTO BUCK (7X)	140 HP		0.21	HR	ψ90.00	\$1.58	\$3.94	\$0.92	\$3.09	\$9.5
IRRIGATE (11X)			5.5	HR		\$41.25	\$112.61	\$3.24	\$40.14	\$197.2
SUBTOTAL			8.54	HR	\$90.00	\$64.05	\$166.38	\$15.87	\$67.50	\$403.8
HARVEST OPERATIONS										
HARVEST (CUSTOM) HAUL	3/4 TON		3	HR	\$880.00	\$22.50	\$45.36	\$14.33	\$18.24	\$880.00 \$100.42
SUBTOTAL			3.00	HR	\$880.00	\$22.50	\$45.36	\$14.33	\$18.24	\$980.42
POST HARVEST OPERATIONS										
SHREDDER	80 HP		0.29	HR		\$2.18	\$4.24	\$1.02	\$1.62	\$9.0
SUBTOTAL			0.29	HR	\$0.00	\$2.18	\$4.24	\$1.02	\$1.62	\$9.0
OVERHEAD EXPENSES										
DOWNTIME			1.395	HR		\$10.46				\$10.4
EMPLOYEE BENEFITS INSURANCE					\$1.73	\$15.58				\$15.5 \$1.7
LAND TAXES					**				\$1.88	\$1.8
SUPERVISION AND MANAGEMEN OTHER EXPENSES	IT				\$77.45	\$116.05				\$116.0 \$77.4
SUBTOTAL			1.40	НР	\$77.43	\$142.09			\$1.88	\$223.1
OTAL OPERATING EXPENSES			13.23		\$1,500.35	\$230.82	\$215.98	\$31.21	\$89.24	\$2,067.6
IET OPERATING PROFIT					* 1,000100	<b>*</b>	*	*****	******	\$852.4
INTEREST ON OPERATING CAPIT INTEREST ON EQUIPMENT INVEST		(	\$349.89	@	5.50%	)				\$19.2 \$24.3
RETURN TO LAND AND RISK	JIMENI									\$808.7
* Pump water costs are shown under	er irrigation in the preha									
		BUDGET	SUMMARY							
GROSS RETURN VARIABLE OPERATING EXPENSES		\$1,747.54	\$2,920.00							
RETURN OVER VARIABLE EXPENSE		φ1,141.54	\$1,172.46	(GROS	S MARGIN)					
FIXED EXPENSES		\$89.24					D 0 DIC: "			
NET FARM INCOME LABOR AND MANAGEMENT COST		\$230.82	\$1,083.22	(KETUF	RN TO CAPITAL,	LABOR, LAN	u & RISK)			
NET OPERATING PROFIT			\$852.40	(RETUR	RN TO CAPITAL,	LAND & RISH	()			
CAPITAL COSTS		\$43.61								

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, Projected 2016
Planting dates: January 1 - February 5
Harvesting dates: May 15 - June 15

ITEM	PRICE	YIEI	_D						TOTA
GROSS RETURNS SPRING LETTUCE	\$6.34	475.00	CARTON	S					\$3,011.50
TOTAL									\$3,011.50
ED				PURCHASED				FIXED	
INPUTS	PRICE	QUAN	TITY	INPUTS				COST	TOTA
SEED	\$1.89	4	LBS	\$7.56					\$7.56
ANHYDROUS AMMONIA (NH3)	\$0.34		LBS	\$84.75					\$84.75
NITROGEN (N) PHOSPHATE (P2O5)	\$0.48 \$0.61		LBS LBS	\$24.00 \$91.50					\$24.00 \$91.50
INSECTICIDE	\$92.45		X/ACRE	\$92.45					\$92.45
PUMP WATER*		24	AC. IN.						
SUBTOTAL				\$300.26					\$300.26
EST OPERATIO	POWER UNIT	ACCOMPLI RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTA
DISC	185 HP	0.14			\$1.05	\$3.48	\$1.02	\$2.08	\$7.64
PLOW	185 HP	0.14			\$3.60	\$11.93	\$3.80	\$7.27	\$26.60
DISC	185 HP	0.14	HR		\$1.05	\$3.48	\$1.02	\$2.08	\$7.64
LASER PLANE (CUSTOM)				\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE DISC & SPRAY	140 HP 185 HP	0.05 0.17			\$0.38 \$1.28	\$0.94 \$4.23	\$0.22 \$1.36	\$0.66 \$2.99	\$2.19 \$9.85
LISTER	140 HP	0.17			\$0.90	\$4.23 \$2.25	\$0.84	\$2.99	\$6.03
PRE-IRRIGATE		0.75			\$5.63	\$10.24	\$0.29	\$3.65	\$19.81
ROLLING CULT	80 HP	0.13			\$0.98	\$1.90	\$0.61	\$0.82	\$4.30
VEG-PLANT SHAPER	140 HP	0.26			\$1.95	\$4.88	\$1.32	\$9.71	\$17.85
CULT & SIDEDRESS (2X)	80 HP	0.66			\$4.95 \$0.98	\$9.65	\$2.87	\$3.78 \$0.82	\$21.24 \$4.30
ROLLING CULT THIN & HOE (CUSTOM)	80 HP	0.13	пк	\$120.00	φυ.96	\$1.90	\$0.61	φυ.ο∠	\$120.00
SPRAY	80 HP	0.11	HR	Ψ120.00	\$0.83	\$1.61	\$0.18	\$0.41	\$3.02
DUSTER (CUSTOM)				\$5.00					\$5.00
ROTO BUCK (5X) IRRIGATE (5X)	140 HP	0.15 2.5	HR HR		\$1.13 \$18.75	\$2.81 \$51.19	\$0.66 \$1.47	\$2.21 \$18.25	\$6.81 \$89.65
SUBTOTAL		5.79	HR	\$198.33	\$43.43	\$110.48	\$16.26	\$56.78	\$425.27
HARVEST OPERATIONS									
HARVEST (CUSTOM)				\$878.75					\$878.75
CARTONS (CUSTOM)				\$403.75					\$403.75
HAUL (CUSTOM)				\$142.50					\$142.50
BROKERAGE (CUSTOM)				\$278.56					\$278.56
SUBTOTAL		0.00	HR	\$1,703.56	\$0.00	\$0.00	\$0.00	\$0.00	\$1,703.56
OVERHEAD EXPENSES									
DOWNTIME		0.5025	HR		\$3.77				\$3.77
EMPLOYEE BENEFITS				00.07	\$7.82				\$7.82
INSURANCE LAND TAXES				\$0.87				\$1.88	\$0.87 \$1.88
SUPERVISION AND MANAGEMENT					\$93.17			ψ1.00	\$93.17
OTHER EXPENSES				\$77.45					\$77.45
SUBTOTAL		0.50	HR	\$78.32	\$104.75			\$1.88	\$184.95
TOTAL OPERATING EXPENSES		6.29	HR	\$2,280.47	\$148.18	\$110.48	\$16.26	\$58.66	\$2,614.04
NET OPERATING PROFIT									\$397.46
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTMENT		( \$323.78	@	5.50%	)				\$17.81 \$14.87
RETURN TO LAND AND RISK									\$364.77
* Pump water costs are shown under irrigation		ations section							
GROSS RETURN		\$3,011.50							
VARIABLE OPERATING EXPENSES	\$2,407.21	ψο,σ ι 1.00							
RETURN OVER VARIABLE EXPENSES		\$604.29	(GROS	S MARGIN)					
FIXED EXPENSES	\$58.66	0=1===	/DET: :-	N TO 045	ADOD : :::	0.0000			
NET FARM INCOME LABOR AND MANAGEMENT COST	\$148.18	\$545.63	(KETU	RN TO CAPITAL, L	ABOR, LAN	RISK) & د			
NET OPERATING PROFIT	\$146.18	\$397.46	(RETUR	RN TO CAPITAL, L	AND & RISK	)			
CAPITAL COSTS	\$32.68		,			•			
RETURN TO LAND AND RISK									

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,
Projected 2016

Planting dates: July 20 - August 10 Harvesting dates: October 1 - October 15 ITEM PRICE YIELD TOTAL GROSS RETURNS FALL LETTUCE \$6.07 500.00 CARTONS \$3,035.00 TOTAL \$3,035.00 PURCHASED ED FIXED INPUTS PRICE QUANTITY TOTAL **INPUTS** COST SEED \$1.96 4 IBS \$7.84 \$7.84 ANHYDROUS AMMONIA (NH3) \$0.34 250 LBS \$84.75 \$84.75 NITROGEN (N) \$0.48 50 LBS \$24.00 \$24.00 PHOSPHATE (P2O5) \$0.61 150 LBS \$91.50 \$91.50 HERBICIDE X/ACRE \$18.56 \$18.56 \$18.56 INSECTICIDE \$92.58 X/ACRE \$92.58 \$92.58 PUMP WATER\* 40 AC. IN. SUBTOTAL \$319.23 \$319.23 EST OPERATIO POWER ACCOMPLISHMENT PURCHASED FUEL & FIXED RATE INPUTS LABOR LUBE REPAIRS TOTAL UNIT DISC 185 HP 0.14 HR \$1.05 \$3.48 \$1.02 \$2.08 \$7.64 PI OW 185 HP 0.48 HR \$3.60 \$11.93 \$3.80 \$7.27 \$26.60 \$1.05 \$1.02 185 HP 0.14 HR \$7.64 DISC \$3.48 \$2.08 \$73.33 LASER PLANE (CUSTOM) \$73.33 \$0.00 \$0.00 \$0.00 \$0.00 FERTILIZE DISC & SPRAY 140 HP 0.05 HR \$0.38 \$0.94 \$0.22 \$0.66 \$2.19 0.17 HR \$1.28 \$4.23 \$1.36 185 HP \$2.99 \$9.85 0.12 HR LISTER 140 HP \$0.90 \$2.25 \$0.84 \$2.04 \$6.03 PRE-IRRIGATE 0.75 HR \$5.63 \$12.80 \$0.37 \$4.56 \$23.35 ROLLING CULT 80 HP 0.13 HR \$0.98 \$1.90 \$0.61 \$0.82 \$4.30 VEG-PLANT SHAPER 0.26 HR \$1.95 \$4.88 \$1.32 \$17.85 140 HP \$9.71 CULT & SIDEDRESS (2X) 80 HP 0.66 HR \$4.95 \$9.65 \$2.87 \$3.78 \$21.24 ROLLING CULT 80 HP 0.13 HR \$0.98 \$1.90 \$0.61 \$0.82 \$4.30 THIN & HOE (CUSTOM) \$180.00 \$180.00 SPRAY 80 HP 0.11 HR \$0.83 \$1.61 \$0.18 \$0.41 \$3.02 DUSTER (CUSTOM) \$15.00 \$15.00 ROTO BUCK (7X) 140 HP 0.21 HR \$1.58 \$3.94 \$0.92 \$3.09 \$9.53 IRRIGATE (7X) \$26.25 \$31.93 \$150.33 3.5 HR \$89.58 SUBTOTAL 6.85 HR \$268.33 \$51.38 \$152.55 \$72.26 \$562.21 \$17.70 HARVEST OPERATIONS HARVEST (CUSTOM) \$925.00 \$925.00 CARTONS (CUSTOM) \$425.00 \$425.00 HAUL (CUSTOM) \$150.00 \$150.00 BROKERAGE (CUSTOM) \$280.74 \$280.74 SUBTOTAL 0.00 HR \$1,780,74 \$0.00 \$0.00 \$0.00 \$0.00 \$1.780.74 OVERHEAD EXPENSES DOWNTIME 0.5175 HR \$3.88 \$3.88 EMPLOYEE BENEFITS INSURANCE \$9.25 \$9.25 \$1.03 \$1.03 LAND TAXES \$1.88 \$1.88 SUPERVISION AND MANAGEMENT \$112.42 \$112.42 OTHER EXPENSES \$77.45 \$77.45 SUBTOTAL 0.52 HR \$78.47 \$125.55 \$1.88 \$205.90 TOTAL OPERATING EXPENSES 7.37 HR \$2,446.77 \$176.92 \$152.55 \$17.70 \$74.14 \$2,868.09 NET OPERATING PROFIT \$166.91 INTEREST ON OPERATING CAPITAL \$350.57 @ 5.50% \$19.28 INTEREST ON EQUIPMENT INVESTMENT \$16.23 RETURN TO LAND AND RISK \$131.41 \* Pump water costs are shown under irrigation in the preharvest operations section **BUDGET SUMMARY** GROSS RETURN \$3,035.00 VARIABLE OPERATING EXPENSES \$2,617.03 RETURN OVER VARIABLE EXPENSES \$417.97 (GROSS MARGIN) FIXED EXPENSES \$74.14 NET FARM INCOME \$343.84 (RETURN TO CAPITAL, LABOR, LAND & RISK) LABOR AND MANAGEMENT COST \$176.92 NET OPERATING PROFIT (RETURN TO CAPITAL, LAND & RISK) \$166.91

\$35.51

\$131.41

CAPITAL COSTS

RETURN TO LAND AND RISK

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, Projected 2016
Planting dates: October 1 - October 31

PRICE		YIEL	D						TOTA
\$8.02		820.00	SACKS						\$6,576.4
									\$6,576.4
PRICE		QUANT	TITY	PURCHASED INPUTS				FIXED COST	TOTA
\$140.00		4	LBS	\$560.00					\$560.0
\$0.34 \$0.48				\$152.55 \$36.00					\$152.5 \$36.0
\$0.48				\$109.80					\$109.8
\$22.26				\$22.26					\$22.2
\$84.85				\$84.85					\$84.8
			,	\$965.46					\$965.4
POWER		ACCOMPLIS	SHMENT	PURCHASED		FUEL &		FIXED	
UNIT		RAT	E	INPUTS	LABOR	LUBE	REPAIRS	COST	TOTA
185 HP					\$1.05	\$3.48	\$1.02	\$2.08	\$7.6
									\$26.6 \$7.6
				\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.3
140 HP					\$0.38	\$0.94	\$0.22	\$0.66	\$2.1
									\$9.8 \$6.0
140 HF									\$19.8
80 HP					\$0.98	\$1.90	\$0.61	\$0.82	\$4.3
140 HP					\$1.95	\$4.88	\$1.32	\$9.71	\$17.8
									\$21.2 \$4.3
00 HF		0.13	ПК	\$120.00	\$0.90	φ1.90	φυ.υ ι	φ0.02	\$120.0
140 HP				¥.=	\$2.03 \$48.75	\$5.06 \$133.09	\$1.19 \$3.82	\$3.98 \$47.44	\$12.2 \$233.1
	•	9.80	HR	\$193.33	\$73.50	\$193.02	\$18.96	\$87.32	\$566.1
80 HP		0.27	HR		\$2.03	\$3.95	\$0.51	\$3.83	\$10.3
				\$902.00					\$902.0
									\$82.0
									\$0.0 \$1,558.0
									\$328.0
				\$591.88					\$591.8
	•	0.27	HR	\$3,461.88	\$2.03	\$3.95	\$0.51	\$3.83	\$3,472.1
		0.6	HR		\$4.50 \$13.50				\$4.5 \$13.5
				\$1.51	ψ10.00				\$1.5
								\$1.88	\$1.8
				\$77.45	\$187.93				\$187.9 \$77.4
	=	0.60	HR	\$78.96	\$206.02			\$1.88	\$286.8
	•	10.67	HR	\$4,699.62	\$281.55	\$196.97	\$19.47	\$93.03	\$5,290.6
									\$1,285.7
	(	\$824.59	@	5.50%	)				\$45.3 \$19.0
									\$1,221.4
rrigation in the prehar									
	BUDGET								
	\$4,916.06	ψυ,υ/ υ.40							
		\$1,660.34	(GROS	SS MARGIN)					
		Ψ1,000.04							
	\$93.03		(DET::	IDN TO CASITA	1 4 5 0 5 1 11	ND 0 DIGIS			
		\$1,567.31	(RETU	RN TO CAPITAL,	LABOR, LAI	ND & RISK)			
	\$93.03 \$281.55			RN TO CAPITAL,					
١	\$8.02  PRICE \$140.00 \$0.34 \$0.48 \$0.61 \$22.26 \$84.85  POWER UNIT  185 HP 185 HP 185 HP 140 HP 180 HP 140 HP 80 HP	\$8.02  PRICE  \$140.00 \$0.34 \$0.48 \$0.61 \$22.26 \$84.85  POWER UNIT  185 HP 185 HP 185 HP 185 HP 140 HP 80 HP 140 HP 80 HP 80 HP 80 HP 80 HP	\$8.02 820.00  PRICE QUANT \$140.00 4 \$0.34 450 \$0.48 75 \$0.61 180 \$22.26 1 \$84.85 1  POWER ACCOMPLIX UNIT RAT  185 HP 0.14 185 HP 0.14 185 HP 0.14 185 HP 0.17 140 HP 0.12 80 HP 0.13 140 HP 0.26 80 HP 0.13 140 HP 0.26 80 HP 0.13 140 HP 0.26 80 HP 0.27  80 HP 0.30	\$8.02 \$20.00 SACKS  PRICE QUANTITY  \$140.00	S8.02   820.00 SACKS   PURCHASED   INPUTS   INPUTS   INPUTS   S140.00   \$4 LBS   \$560.00   \$0.34   450 LBS   \$152.55   \$0.48   75 LBS   \$360.00   \$0.61   180 LBS   \$199.80   \$22.26   1	\$8.02 \$820.00 SACKS    PRICE	PRICE	PRICE	\$8.02

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 2005
Planting dates: January 15 - February 15

Harvesting dates: June 1 - Jun	PRICE	YIEI	D						TOTAL
GROSS RETURNS									
MIDSEASON YELLOW ONIONS	\$8.34	670.00	SACKS						\$5,587.80
TOTAL									\$5,587.80
PURCHASE				PURCHASED				FIXED	
D INPUTS	PRICE	QUAN	TITY	INPUTS				COST	TOTAL
SEED	\$179.00	4	LBS	\$716.00					\$716.00
ANHYDROUS AMMONIA (NH3)	\$0.34		LBS	\$152.55					\$152.55
NITROGEN (N) PHOSPHATE (P2O5)	\$0.48 \$0.61		LBS	\$36.00 \$109.80					\$36.00 \$109.80
HERBICIDE	\$64.72		X/ACRE	\$64.72					\$64.72
INSECTICIDE	\$76.22		X/ACRE	\$76.22					\$76.22
PUMP WATER*		48	AC. IN.						
SUBTOTAL				\$1,155.29					\$1,155.29
ST OPERATIO	POWER UNIT	ACCOMPL RA		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
				111 010					
DISC PLOW	185 HP 185 HP		HR HR		\$1.05 \$3.60	\$3.48 \$11.93	\$1.02 \$3.80	\$2.08 \$7.27	\$7.64 \$26.60
DISC	185 HP		HR		\$1.05	\$3.48	\$1.02	\$2.08	\$7.64
LASER PLANE (CUSTOM)				\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE	140 HP		HR		\$0.38	\$0.94	\$0.22	\$0.66	\$2.19
DISC & SPRAY LISTER	185 HP		HR HR		\$1.28	\$4.23	\$1.36	\$2.99	\$9.85
PRE-IRRIGATE	126 HP		HR		\$0.90 \$5.63	\$2.25 \$8.78	\$0.84 \$0.25	\$2.04 \$3.13	\$6.03 \$17.78
ROLLING CULT	80 HP		HR		\$0.98	\$1.90	\$0.61	\$0.82	\$4.30
VEG-PLANT SHAPER	140 HP		HR		\$1.95	\$4.88	\$1.32	\$9.71	\$17.85
CULT & SIDEDRESS (2X)	80 HP		HR		\$4.95	\$9.65	\$2.87	\$3.78	\$21.24
ROLLING CULT THIN & HOE (CUSTOM)	80 HP	0.13	HR	\$120.00	\$0.98	\$1.90	\$0.61	\$0.82	\$4.30 \$120.00
ROTO BUCK (9X)	140 HP		HR	Ψ120.00	\$2.03	\$5.06	\$1.19	\$3.98	\$12.25
IRRIGATE (13X) SUBTOTAL			HR	\$193.33	\$48.75 \$73.50	\$114.08 \$172.55	\$3.28	\$40.66 \$80.02	\$206.76 \$537.77
		3.00	TIIX	ψ190.55	Ψ10.00	ψ172.55	Ψ10.57	ψ00.02	ψ551.11
HARVEST OPERATIONS									
ONION KNIVES	80 HP	0.27	HR		\$2.03	\$3.95	\$0.51	\$3.83	\$10.31
HARVEST & HAUL (CUSTOM)				\$737.00					\$737.00
BAG RENTAL FIELD LOAD (CUSTOM)				\$67.00 \$0.00					\$67.00 \$0.00
PROCESSING (CUSTOM)				\$1,273.00					\$1,273.00
CONTAINER CHARGE				\$268.00					\$268.00
BROKERAGE (CUSTOM)				\$502.90					\$502.90
SUBTOTAL		0.27	HR	\$2,847.90	\$2.03	\$3.95	\$0.51	\$3.83	\$2,858.21
OVERHEAD EXPENSES									
DOWNTIME EMPLOYEE PENEETTO		0.6	HR		\$4.50				\$4.50
EMPLOYEE BENEFITS INSURANCE				\$1.51	\$13.59				\$13.59 \$1.51
LAND TAXES				Ų				\$1.88	\$1.88
SUPERVISION AND MANAGEMENT					\$204.08				\$204.08
OTHER EXPENSES				\$77.45					\$77.45
SUBTOTAL			HR	\$78.96	\$222.17			\$1.88	\$303.01
TOTAL OPERATING EXPENSES		10.67	HR	\$4,275.48	\$297.69	\$176.49	\$18.88	\$85.74	\$4,854.28
NET OPERATING PROFIT									\$733.52
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTMEN	Т	( \$863.07	@	5.50%	)				\$47.47 \$18.49
RETURN TO LAND AND RISK									\$667.56
* Pump water costs are shown under irriga		ations section.							
GROSS RETURN		\$5,587.80							
VARIABLE OPERATING EXPENSES	\$4,470.	85							
RETURN OVER VARIABLE EXPENSES		\$1,116.95	(GROS	S MARGIN)					
FIXED EXPENSES NET FARM INCOME	\$85.	74 \$1,031.21	/DETI	RN TO CAPITAL, L	AROD I AND	) & RICV			
LABOR AND MANAGEMENT COST	\$297.		(IVE I U	MITTO OAFITAL, L	, LOUIN, LAINL	a mon			
NET OPERATING PROFIT		\$733.52	(RETU	RN TO CAPITAL, L	AND & RISK	)			
CAPITAL COSTS	\$65.								
RETURN TO LAND AND RISK		\$667.56							

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, Projected 2016
Planting dates: January 15 - February 15

ITEM	PRICE		YIEI	_D						TOTA
GROSS RETURNS LATE SEASON ONIONS	\$7.64		820.00	SACKS						\$6,264.80
TOTAL										\$6,264.80
PURCHASE D INPUTS	PRICE		QUAN	TITY	PURCHASED INPUTS				FIXED COST	TOTA
SEED	\$179.00		4	LBS	\$716.00					\$716.00
ANHYDROUS AMMONIA (NH3)	\$0.34			LBS	\$135.60					\$135.60
NITROGEN (N) PHOSPHATE (P2O5)	\$0.48 \$0.61			LBS LBS	\$36.00 \$109.80					\$36.00 \$109.80
HERBICIDE	\$64.72			X/ACRE	\$64.72					\$64.72
INSECTICIDE PUMP WATER*	\$76.22			X/ACRE AC. IN.	\$76.22					\$76.22
SUBTOTAL					\$1,138.34					\$1,138.34
27	DOWER		ACCOMPL	CUMENT	DUDCHASED		FUEL 0		FIVED	
ST OPERATIO	POWER UNIT		ACCOMPL RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTA
DISC	185 HP		0.14			\$1.05	\$3.48	\$1.02	\$2.08	\$7.64
PLOW DISC	185 HP 185 HP		0.48 0.14			\$3.60 \$1.05	\$11.93 \$3.48	\$3.80 \$1.02	\$7.27 \$2.08	\$26.60 \$7.64
LASER PLANE (CUSTOM)	100116		0.14		\$73.33	\$0.00	\$0.00	\$0.00	\$0.00	\$73.33
FERTILIZE	140 HP		0.05			\$0.38	\$0.94	\$0.22	\$0.66	\$2.19
DISC & SPRAY LISTER	185 HP 140 HP		0.17 0.12			\$1.28 \$0.90	\$4.23 \$2.25	\$1.36 \$0.84	\$2.99 \$2.04	\$9.8 \$6.0
PRE-IRRIGATE	140 HF		0.75			\$5.63	\$8.78	\$0.25	\$3.13	\$17.78
ROLLING CULT	80 HP		0.13			\$0.98	\$1.90	\$0.61	\$0.82	\$4.30
VEG-PLANT SHAPER	140 HP		0.26			\$1.95	\$4.88	\$1.32	\$9.71	\$17.8
CULT & SIDEDRESS (2X) ROLLING CULT	80 HP 80 HP		0.66 0.13			\$4.95 \$0.98	\$9.65 \$1.90	\$2.87 \$0.61	\$3.78 \$0.82	\$21.24 \$4.30
THIN & HOE (CUSTOM)	00111		0.10	1110	\$120.00	ψ0.50	ψ1.50	ψ0.01	Ψ0.02	\$120.00
ROTO BUCK (9X) IRRIGATE (13X)	140 HP		0.27 6.5	HR HR		\$2.03 \$48.75	\$5.06 \$114.08	\$1.19 \$3.28	\$3.98 \$40.66	\$12.25 \$206.76
SUBTOTAL			9.80	HR	\$193.33	\$73.50	\$172.55	\$18.37	\$80.02	\$537.77
HARVEST OPERATIONS										
ONION KNIVES HARVEST & HAUL (CUSTOM) BAG RENTAL FIELD LOAD (CUSTOM)	80 HP		0.27	HR	\$902.00 \$82.00 \$0.00	\$2.03	\$3.95	\$0.51	\$3.83	\$10.3° \$902.00 \$82.00 \$0.00
PROCESSING (CUSTOM) CONTAINER CHARGE BROKERAGE (CUSTOM)					\$1,558.00 \$328.00 \$563.83					\$1,558.00 \$328.00 \$563.83
SUBTOTAL		•	0.27	HR	\$3,433.83	\$2.03	\$3.95	\$0.51	\$3.83	\$3,444.14
OVERHEAD EXPENSES										
DOWNTIME			0.6	HR		\$4.50				\$4.50
EMPLOYEE BENEFITS INSURANCE					\$1.51	\$13.59				\$13.59 \$1.5
LAND TAXES					ψ1.51				\$1.88	\$1.8
SUPERVISION AND MANAGEMENT						\$202.38				\$202.38
OTHER EXPENSES		_			\$77.45					\$77.45
SUBTOTAL			0.60	HR	\$78.96	\$220.47			\$1.88	\$301.3
OTAL OPERATING EXPENSES			10.67	HR	\$4,844.46	\$296.00	\$176.49	\$18.88	\$85.74	\$5,421.5
NET OPERATING PROFIT										\$843.2
INTEREST ON OPERATING CAPITA INTEREST ON EQUIPMENT INVEST		(	\$903.42	@	5.50%	)				\$49.69 \$18.49
RETURN TO LAND AND RISK										\$775.05
* Pump water costs are shown under	irrigation in the preham		ons section. SUMMARY							
GROSS RETURN			\$6,264.80							
VARIABLE OPERATING EXPENSES RETURN OVER VARIABLE EXPENSES		\$5,039.83		(CBOC	S MADGIN!					
RETURN OVER VARIABLE EXPENSES FIXED EXPENSES	•	\$85.74	\$1,224.97	(GKOS	S MARGIN)					
NET FARM INCOME			\$1,139.23	(RETUR	RN TO CAPITAL, LA	ABOR, LAND	& RISK)			
LABOR AND MANAGEMENT COST		\$296.00	<b>#0.40.0</b> 7	(DET: :-	N TO CASITAL	ND 0 DIG:				
NET OPERATING PROFIT CAPITAL COSTS		\$68.18	\$843.23	(KETUH	RN TO CAPITAL, LA	AND & RISK)				
RETURN TO LAND AND RISK		0	\$775.05							

TABLE 16. Summary of per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2016

	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	750	11	4,000	475	500	820	670	820
PRIMARY PRICE	\$8.33	\$5.91	\$0.72	\$490.00	\$0.73	\$6.34	\$6.07	\$8.02	\$8.34	\$7.64
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	\$96.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GROSS RETURN	\$416.67	\$414.00	\$636.00	\$5,390.00	\$2,920.00	\$3,011.50	\$3,035.00	\$6,576.40	\$5,587.80	\$6,264.80
CASH OPERATING EXPENSES										
SEED	\$30.00	\$13.60	\$135.90	\$145.60	\$145.60	\$7.56	\$7.84	\$560.00	\$716.00	\$716.00
FERTILIZER	\$147.95	\$124.90	\$114.05	\$222.00	\$198.27	\$200.25	\$200.25	\$298.35	\$298.35	\$281.40
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	\$13.53	\$40.08	\$78.02	\$135.76	\$93.13	\$49.05	\$50.18	\$53.64	\$53.64	\$53.64
FUEL-IRRIGATION	\$51.19	\$76.78	\$66.54	\$138.21	\$122.85	\$61.43	\$102.38	\$143.33	\$122.85	\$122.85
REPAIRS	\$5.55	\$13.66	\$15.62	\$46.28	\$31.21	\$16.26	\$17.70	\$19.47	\$18.88	\$18.88
CUSTOM CHARGES	\$35.50	\$28.30	\$189.20	\$1,252.33	\$970.00	\$1,901.89	\$2,049.07	\$3,655.21	\$3,041.23	\$3,627.16
LAND TAXES	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88	\$1.88
OTHER EXPENSES	\$77.84	\$78.24	\$78.53	\$78.97	\$79.18	\$78.32	\$78.47	\$78.96	\$78.96	\$78.96
TOTAL CASH EXPENSES	\$364.17	\$423.63	\$706.63	\$2,124.67	\$1,749.42	\$2,409.09	\$2,618.91	\$4,917.94	\$4,472.73	\$5,041.71
RETURN OVER CASH EXPENSES	\$52.50	(\$9.63)	(\$70.63)	\$3,265.33	\$1,170.58	\$602.41	\$416.09	\$1,658.46	\$1,115.07	\$1,223.09
FIXED EXPENSES	\$34.10	\$52.84	\$98.04	\$111.73	\$87.36	\$56.78	\$72.26	\$91.15	\$83.85	\$83.85
TOTAL EXPENSES	\$398.26	\$476.46	\$804.67	\$2,236.41	\$1,836.78	\$2,465.87	\$2,691.16	\$5,009.09	\$4,556.59	\$5,125.57
NET FARM INCOME	\$18.40	(\$62.46)	(\$168.67)	\$3,153.59	\$1,083.22	\$545.63	\$343.84	\$1,567.31	\$1,031.21	\$1,139.23
LABOR AND MANAGEMENT COSTS	\$55.94	\$83.67	\$121.43	\$276.56	\$230.82	\$148.18	\$176.92	\$281.55	\$297.69	\$296.00
NET OPERATING PROFIT	(\$37.54)	(\$146.13)	(\$290.10)	\$2,877.04	\$852.40	\$397.46	\$166.91	\$1,285.76	\$733.52	\$843.23
CAPITAL COSTS										
INTEREST ON OPERATING CAPITAL	\$6.04	\$7.00	\$10.14	\$21.21	\$19.24	\$17.81	\$19.28	\$45.35	\$47.47	\$49.69
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTMENT	\$6.59	\$11.91	\$22.74	\$35.95	\$24.37	\$14.87	\$16.23	\$19.00	\$18.49	\$18.49
TOTAL CAPITAL COSTS	\$12.64	\$18.91	\$32.88	\$57.16	\$43.61	\$32.68	\$35.51	\$64.35	\$65.96	\$68.18
RETURN TO LAND AND RISK	(\$50.17)	(\$165.04)	(\$322.98)	\$2,819.87	\$808.79	\$364.77	\$131.41	\$1,221.41	\$667.56	\$775.05

TABLE 17. Whole farm summary, Deming area, Luna County, Projected 2016

Projected 2016			
GROSS RETURNS			
WHEAT	68.00 ACRES		
CROP	OO.OO MONEO	\$28,333	
DIRECT PAYMENT		\$0	
COUNTER CYCLICAL PAYN	MENT	\$0	
GRAIN SORGHUM	93.50 ACRES		
CROP		\$38,709	
DIRECT PAYMENT		\$0	
COUNTER CYCLICAL PAYN		\$0	
UPLAND COTTON	348.50 ACRES		
LINT		\$188,190	
SEED DIRECT PAYMENT		\$33,456	
COUNTER CYCLICAL PAYN	MENT	\$0 \$0	
GREEN CHILE	40.00 ACRES	ΨΟ	
GREEN	40.00 NONEO	\$215,600	
RED		\$0	
RED CHILE	40.00 ACRES		
CROP		\$116,800	
SPRING LETTUCE	10.00 ACRES		
CROP		\$30,115	
FALL LETTUCE	10.00 ACRES		
CROP		\$30,350	
FALL ONIONS	10.00 ACRES		
CROP		\$65,764	
MIDSEASON ONIONS	10.00 ACRES	<b>#55.070</b>	
CROP	10.00 ACRES	\$55,878	
LATE SEASON ONIONS CROP	10.00 ACRES	\$62,648	
CKOI		ψ02,040	
GROSS RETURN			\$865,843
0.1000.12.01.11			φοσο,ο το
CASH OPERATING EXPENSE	ES		
SEED		\$82,395	
FERTILIZER		\$91,082	
CHEMICALS		\$21,986	
CROP INSURANCE		\$6,102	
OTHER PURCHASED INP	UTS	\$0	
CANAL WATER		\$0	
FUEL, OIL & LUBRICANTS	S-EQUIPMENT	\$43,614	
FUEL-IRRIGATION REPAIRS		\$49,821 \$11,111	
CUSTOM CHARGES		\$302,635	
LAND TAXES		\$1,204	
OTHER EXPENSES		\$50,240	
0111211 2711 211020		ψ00,210	
TOTAL CASH EX	(PENSES		\$660,189
RETURN OVER CASH EXPE	NSES		\$205,654
FIXED EXPENSES		\$53,268	
TOTAL EXPENS	ES		\$713,457
NET FARM INCOME			\$152,386
NET FARM INCOME			\$152,300
LABOR AND MANAGEMENT	COSTS	\$86,242	
		<del>****,=</del> :=	
NET OPERATING PROFIT			\$66,144
CAPITAL COSTS			
INTEREST ON OPERATIN		\$8,014	
INTEREST ON EQUIPMEN	IT INVESTMENT	\$12,769	
TOTAL OARTH	COCTO		£00.704
TOTAL CAPITAL	.00818		\$20,784
RETURN TO LAND AND RISK	(		\$45,360
	•		Ψ+3,300

RETURN	RETURN ON
TO RISK*	INVESTMENT**
\$35,760	9.16%
\$31,920	7.78%
\$28,080	6.77%
\$24,240	5.98%
\$20,400	5.36%
\$16,560	4.86%
	TO RISK* \$35,760 \$31,920 \$28,080 \$24,240 \$20,400

<sup>\*</sup> 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)