TABLE 1. Acreage Summary, Otero County, Projected 2017

BUDGET AREA	DELL CITY AREA, OTERO COUNTY
FARM SIZE	.640 ACRES
IRRIGATION TYPE	.PIVOT/FLOOD
NUMBER OF CROPS	.5

			WATER	RUSE
ACREAGE SUMMARY:		LAND USE (ACRES)	AC.IN. PER AC.	TOTAI AC.IN.
ALFALFA ESTABLISHMEN	IT	55.00 *	6	330
ALFALFA		280.00	40	11.200
WHEAT		170.00	25	4,250
ARP		0.00		
FLEX IN COTTON		30.00	30	900
WHITE CORN		50.00	48	2,400
COTTON		42.50	30	1,275
ARP		0.00		
FLEX IN COTTON		7.50	30	225
GRAIN SORGHUM		25.50	36	918
ARP		0.00		
FLEX IN COTTON		4.50	30	135
ROADS, CORNERS,				
DITCHES, HOMESTEAD		30.00		
	TOTAL	640.00		21,633
	ACRE FEET	PER ACRE OF WAT	ER RIGHTS	2.82

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

TABLE 2. Basic cost information for Dell City area, Otero County, Projected 2017

Item			
Labor Wage Rate:			
Equipment operators		\$/hour	\$8.55
General & Irrigators		\$/hour	\$7.50
Purchased Inputs:			
Fertilizer:			
Nitrogen (N)		\$/pound	\$0.22
Phosphate (P205)		\$/pound	\$0.27
Anhydrous Ammonia (NF	13)	\$/ton	\$717.00
Seed:			
Alfalfa		\$/pound	\$3.05
Wheat		\$/pound	\$0.44
White Corn		\$/bag	\$185.00
Cotton		\$/pound	\$7.55
Diesel fuel		\$/gallon	\$2.35
Gasoline		\$/gallon	\$2.10
Electricity (Rio Grande Elec)		cents/KwHr	7.3
LP Gas		\$/gallon	\$2.75
Baling Wire		\$/pound	\$1.32
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	5.50%
Land Interest Rate		percent	5.00%
Equipment Interest Rate		percent	5.50%
Real Interest Rate		percent	3.009
Land Taxes	\$300.00	/acre (full value)	\$2.70
Personal Property Tax Rate	- NR	\$/\$1,000 (Assessed	\$26.95
. ,	- R	Value)	\$20.66
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 Dell City area, Otero County, Projected 2017

Item					
Electricity (Domestic &	Shop)		\$242.00	per month	\$2,904
Telephone			\$235.95	per month	\$2,831
Accounting & Legal					\$1,773
Misc. Supplies & Hand	Tools				\$5,493
Pickup and Auto					
miles	62,315	@	\$0.500 per mile		\$31,158
Insurance					
- general liability (non-	employee)				\$1,912
- fire/theft					\$1,513
Property Taxes					
<ul> <li>non-planted land</li> </ul>					\$0
- other than land & ma	chinery				\$6,010
Building repairs and ma	intenance				\$1,452
Dues, fees, publications					\$436
Farmstead Equipment					\$194
				Total	\$55,674
			Total per planted acre	•	\$91.27

TREE 4. Pumping code and data Protected 2017 IRPLIT DATA DELAY PER SPRINGER	tur regulaur weds.	Olena Court	AACTERIS'	101		-						
GALLONS PEK MINUTE (GPM) WORK HORSEPONEK	1,100		STATIC DRUM DOI TOTAL HEA CASING	NO.	= ;	75 80 25 80						
EFFICIENCY PACTOR: ELECTRICITY LP GRIS DRIBE.	0.860 0.160 0.160											
PUBL COST PER UNT BUICTROTY UP GIRL DRIBE.	7.36 \$2.75 \$2.36	CENTEX+ SIGAL SIGAL										
FUEL PLANTING COSTS												
ELECTRIC WELL  COST PER HOUR  COST PER HOUR  LP GAS WELL  COST PER HOUR		\$2.55 \$2.55 \$2.50 \$13.55										
COST PER ACRE NON COST PER ACRE NON		\$13.03 \$14.20 \$3.86				_						
TREE 5. Equipment summary for a Protected 2017	60 are spirit	erotypied to	em with abo	ue anexige e	nanagement,	Oten Count	v.					
THE A LIST	ANNUAL HOURS OF USE	NUMBER	VALUE	PUBL, OI LUMPRON	L REPR		_	EPAR ERHR		EPRECATON	1000	TOTAL PER HR
TRACTOR	807 328 52 156	1	\$36,669 \$40,866 \$6,400 \$21,360	\$10,0 \$6,0 \$1,3	14 18 19 19 19 19 19 19 19 19 19 19 19 19 19	99 \$12 86 \$21 86 23 \$8	270 -027 180	\$1.66 \$1.60 \$1.60 \$1.00		\$800 \$1,900 \$3,600 \$3,621	\$161 \$403 \$263 \$305	\$1.21 \$19.50 \$79.66 \$25.62
BALE WINDON PLANTER 6 ROW DHEEL 7 SHANN ROLLING CLETVATOR 6 ROW	20 27 28 29		\$1,000 \$1,000 \$1,000		10.0	13 15 16 17 17		83.00 83.00 81.40 83.72		\$1,260 \$860 \$760 \$600	\$20 \$38 \$11 \$27	\$8.7% \$32.65 \$6.54 \$5.82
PLOW 4 BTM DRAG 14 PT FLOAT 14 PT DRAL 20 PT	67 88 27 27		\$1,000 \$250 \$600 \$1,600			50 51 50 67		\$4.96 \$3.01 \$3.02 \$1.73		\$833 \$33 \$60 \$750	20 31 34 30	\$8.50 \$0.61 \$2.37 \$27.86
LETTER 4 ROW 4 ROW SPRANTER 30 PT SPREDDER 2 ROW COTTON TRALES 8 BALE CONNER PRVOT SPRENDLER BLECTRIC WELL	887 338 42 586 288 27 27 27 101 67 88 27 27 38 4,764 4,764 4,764	1	\$14,688 \$40,885 \$17,380 \$1,800 \$1,800 \$1,000	8647		10 51 54		\$3.72 \$3.20 \$3.06		\$2,900 \$3,800 \$3,601 \$2,900 \$1,001 \$100 \$100 \$100 \$100 \$100 \$100	\$161 \$403 \$206 \$206 \$20 \$20 \$20 \$27 \$27 \$27 \$26 \$20 \$20 \$20 \$20 \$20 \$20 \$20 \$20 \$20 \$20	\$1.21 \$79.60 \$79.60 \$25.62 \$25.62 \$25.62 \$
	_	QUPMENT	\$300,136 837	\$74,0	14 \$10,8	80				\$36,641	\$3,129	_
an a	MW	USED	YEARS	8QU C00	MOUSE HOUSE	x PLB		LBE	ACCUM HOURS	AGE	VIII IT	
TRACTOR SO HP TRACTOR AN HP COTTON STREPPER 2 ROW EWATHER SO PT BALLER	18.718.00 1817.75.00 1810.00.00 1724.10.00 11000.00 18000.00 18000.00 18000.00 1800.0	17334.80 43864.80 4390.00 3990.00 3990.00 3990.00 1203.00 3900.00 3900.00 3900.00 400.00 400.00 1203.00 1203.00 1203.00 1203.00 1203.00 1203.00 1203.00 1203.00 1203.00 1203.00 1203.00 1203.00	36.00 16.00 20.00 20.00 20.00 16.00	10 10 10 20 20 20 20 20 20 20 20 20 20 20 20 20	8000 8000	8 83 8 83 8 83	16 16 12	0.10 0.10 0.20 0.20	9889, 18 3606, 32 880, 83 881, 80 9818, 90 9818, 90 9818, 90 1178, 36 1271, 36 888, 90 405, 60 405, 60 201, 90 201, 30 201, 30	23.00 11.00 17.00 6.00 15.00 16.00 1	60.77 2,88.81 1,89.28 30.80 1,297.26 96.00	
BALE   BALE	8500.00 8500.00 2400.00 6000.00 6000.00	9895.00 4285.00 1205.00 3005.00 3005.00	25.00 15.00 15.00 15.00 15.00	10 10 10	9 800 0 1 100 0 2 300 0 3 300 0	-		0.30	1680.00 363.60 417.60 1176.16 2087.68	13.00 15.00 16.00 16.00	1,297.60 203.75 66.00 166.00 166.00	
PLON 4 BTM DANS 16 PT PLONT 16 PT DANS 20 PT LISTER 4 NOW 4 ROW	800.00 800.00 900.00 7200.00 3200.00	293.00 293.00 603.00 3603.00 1603.00	15.00 15.00 15.00 15.00	10 40 40 80	300 a 300 a 300 a 300 a 300 a				1071.36 836.00 436.60 381.00 307.30	16.00 16.00 13.00 16.00	200.00 13.79 24.79 198.00 10.00	
SPRAYER 30 PT SHREDDER 2 ROW COTTON TRALER 8 BALE CENTER PRIOT SPRANGER BLECTRIC WELL	3005.00 2605.00 2405.00 30005.00 38005.00	1905.00 1295.00 1205.00 19005.00 19905.00	15.00 15.00 25.00 15.00 25.00	E0 60 60	1 150 0 1 150 0 1 20 0 1 8742 0				215.18 367.68 380.25 7116.62 66762.65	18.00 18.00 18.00 18.00	68.75 66.00 806.00 1,070.60	
INTEREST PROBATION											_	
ALPALPA CONN PO	00770N	MLO.										
State   Per Airs   P	1.38 1.38 1.38 1.38 1.38 1.38 1.38 1.38	0.20 7.89 0.00 0.00 0.00 1.46 0.81 0.42 0.00 0.00 0.00 0.00 0.00 0.00 0.00										
0.00 0.00 1.0 0.00 0.00 0.0 0.00 0.00 0.	1.46 1.46 1.00 1.17 0.83	0.81 0.81 0.82 0.62										
0.04 0.00 0.0 0.00 0.00 0.0 0.00 0.00 0.	0 0.00 0 0.29 0 0.00 0 0.06 0 0.00	0.00 0.00 0.00 0.06 1.09										
0.00 0.00 0.0 0.00 0.00 0.0 2.00 0.00 0.	0.81 0.78 0.00 1.49	0.00 0.00 0.00 1.78										
18.00 6.10 13.0	12 27 27 11 11 11 11 11 11 11 11 11 11 11 11 11	16.68										
ALPALPA ALPALPA BET HAY WHEN	CONN	COTTON	MLO.	TER ACRE TOTALS								
0.12 2.00 0.12 1.40 0.00 0.4 0.00 0.86 0.00 0.00 0.88 0.00 0.00 0.00 0.00	0.56 0.85 0.00	2.79 1.19 0.62 0.00 0.00	0.38 1.69	5.96 6.96 0.85 0.85 1.00 0.81 1.70 0.96 0.96 0.96 0.96 0.96 0.96 0.96 0.9								
0.00 0.00 0.00 0.02 0.00 0.20	0.00 0.00 0.17 0.20 0.38 0.38	2.75 1.19 0.62 0.00 0.00 0.17 0.00 0.62 0.62 0.62	0.17 0.30 0.38 0.33	1.00 0.61 0.60 1.30 1.79								
0.08 0.3 0.19 0.12 0.00 0.12	0.00	0.48 0.32 0.00 0.12 0.29	0.12 0.19	0.66 0.45 0.32 0.26 0.36								
0.00 0.00 0.00 2.67 %646 2.67 %68 %23	9.79	0.29 1 12.36	0.19	0.38 0.29 1.00 18.60 76.11								
ALPALPA ESTABLISHMENT	ACMES		FURIF II	ATER TATER	6.00							
Model	POWER UNIT TIE HP TIE HP TIE HP TIE HP TIE HP TIE HP	DVER 1.00	9.16	10EAL	олетом							
MACHINI DOSC CHERK, PLONE DOSC (PO) DONG (PO) DONG (PO) DONG DONG DONG DONG DONG DONG DONG DONG	TEAP TEAP TEAP	1.00 1.00 1.00 2.00 2.00 2.00 1.00 3.00	6.16 6.30 6.48 6.16 6.16 6.15 6.12 6.41	0.14 0.20 0.48 0.28 0.30 0.12 2.47								
BREGATE (DQ			0.41	2.47								
ALPALPA HAT	ACRES POWER	283 TB/83 OVER	PURP II	HATER DHIERT	45.00							
DANG DANG DANG DANG	POWER UNIT SCHOOL	0VER 1 11.00	0.15 0.41	908AL 0.15 16.46	OUSTON							
	NPT.	5.00	4.11	0.00								
EMASMER (DO LOAD (DE)	SERF SERF	5.00 5.00 5.00	0.11 0.17 0.30	0.85 0.85 1.00								
WHEAT	ACMES	179	PUMP II	ATER DOMEST	26.00							
DISC MACHINE DISC MANUFACULE APPL DISC	OUT TIESP TIESP TIESP SINP	1.00 1.00 1.00 1.00 1.00 1.00 5.00	0.14 0.20 0.14 0.12 0.12	900ML 0.14 0.20 0.14 0.12 10.29	0.0070M 7.00							
DBC ANYONICUS APPL DBC DBLL BBGGATE (CQ	100 HP 93 HP	1.00 1.00 5.00	0.14 0.12 0.41	0.14 0.12 10.29	7.00							
COMBNI (CUSTOM)	parte PER A	200)			26.00							
CORN FOR GRAIN	ACRES		PARE II		48.00							
MORE	POWER	TRAILS COVER	NATE OF THE PERSON	TOTAL	OJSTOM							
DBC CHEEL ANN/DRICKS APPL DBC & SPRAY LISTER	TOTAL SEP TOTAL SEP TOTAL SEP TOTAL SEP STORY	1.00 1.00 1.00 1.00 1.00 1.00 1.00 3.00 8.00	0.14 0.20 0.20 0.19 0.12 0.17 0.13 0.41	0.14 0.20 0.20 0.19 0.12 0.17 0.39	7.00							
ANOTORICUS APPL DOC & SPRAY LISTER PLANERS ROLLING CULT (SIS BROCKTE (DQ	53 HP 53 HP	1.00 3.00 8.00	0.17 0.13 0.41	0.17 0.38 19.75								
COMBINE (CUSTOM) HIGG (CUSTOM)	PER ADRE PER CAT ADD CHARGE	PER CATI			23.25 0.20 0.00							
musi (CUSTOM)	AND DIRECT	PM CATI	. reft 10 C		0.00							
comov	ACRES. POWER	84.5 TROUG	PUMP II		30.00							
DEC PLONE DEC (NO	INT IS IP IS IP IS IP IS IP IS IP	0VER 1.00 1.00 2.00 2 1 1 1.00 4.00	6.16 6.16 6.16 6.16 6.17 6.17 6.13	9018L 0.14 0.48 0.28	CUSTOM							
DEC PLOW DEC (DO PLOAT (DR) LETEK PLANTEK PLANTEK ROLLING CULT (DD) HOVE HOLD (CULTOM)	53.HP 152.HP 53.HP	1.00	0.16 0.12 0.17 0.13	0.16 0.68 0.39 0.12 0.17 0.17 0.12	25.00							
mouleTE (EQ		4.00	0.41									
COTTON STREPFER HIGG. GIN COTTON (CUSTOM)	1310P 1310P	1.00 2.00	0.62	1.00	0.20							
SHRECORK	83.HP		0.29	0.29								
GRAN SOND-LM	ACRES	28.6	PUMP II	ATES.	36.00							
MORE	POWER		NCCOMPLE	101AL	OJSTOM							
CHEEL ANNOTHICUS APPL DEC & SPRAY	18.1F 18.1F 18.1F	0VER 1.00 1.00 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	6.16 6.20 6.2 6.19 6.12 6.17 6.13 6.11 6.11	0.14 0.20 0.20 0.19 0.12 0.17 0.38 16.81	7.00							
PLANTER PLANTER MOLENG CULT (10) INNCATE (CQ	12.1P	4.00	0.12 0.17 0.13 0.41	0.12 0.17 0.38 16.81								
COMMINE (CUETOM)	PER ACRE				16.00							
	ANNUAL MED	MK COSTS A	G A PERO	ENT OF NE	e vene							
Hors store 1		_	_				_	-				
Models	3 0.000620 0.000620 0.000620 0.000520 0	4	5 1.000083 1.000083 1.000083 1.000083 1.000083 1.000083 1.000083 1.000083 1.000083 1.000083 1.000083 1.000083 1.000083 1.000083 1.000083 1.000085	4 0.002143 0.000239 0.000229 0.000229 0.000229 0.0000229 0.000229 0.000229 0.000229 0.000229 0.000229 0.000229 0.0000229 0.000229 0.000229 0.000229 0.000229 0.000229 0.000229 0.000229 0.000229 0.000229 0.000229 0.0000229 0.000229 0.000229 0.0000229 0.000229 0.000229 0.000229 0.000229 0.000229 0.000229 0.0002	7 0.000640 0.000540 0.000540 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510 0.000510	0.000240 0.000380 0.000810 0.000810 0.000810 0.000810 0.000810 0.000810 0.000810 0.000810 0.001810 0.001810 0.001810 0.001810 0.001810 0.001810 0.001810 0.001810 0.001810	1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000 1.000	D00 D00 D00 D00				
800 0.000000 0.000000 800 0.000000 0.000000 800 0.000000 0.000000 700 0.000000 0.000100	0.00379 0.00380 0.00380 0.00380	1.000090 1.000100 1.000130 1.000130	1.000300 1.000303 1.000310 1.000330	0.000340 0.000379 0.000390 0.000410 0.000410	0.000190 0.000179 0.000190 0.000200 0.000210	0.000710 0.000800 0.000803 0.000810 0.000880	0.000 0.000 0.000 0.000	1490 1630 1630 1660				
900 0.00030 0.00013 1000 0.00000 0.0013 1200 0.00000 0.00111 1000 0.00010 0.00111	0.000300 0.000300 0.000300 0.000300	1.000183 1.000183 1.000206 1.000230 1.000230	1.001379 1.001383 1.000405 1.000435 1.000435	0.000483 0.000483 0.000813 0.000813	0.000230 0.000230 0.000245 0.000410 0.000410	0.001020 0.001073 0.00138 0.001283 0.001283	0.000 0.000 0.000 0.000	H00 H30 1710 INS				
1800 0.000079 0.000797 2000 0.000719 0.000368 2000 0.000088 3000 0.000079	0.00080	1.00030S	1.000485 1.000805	0.000965	0.000310							
1												
6000 0.000762 7000 0.000778 7000 0.000788 8000 0.000004								_				
· Bitelin	impublished data Engineering, U	of D. R. Hurs seemily of B	Department note.	of Agencia	will	_		-				
- Basedon'	Engineers Yea			_	_	_						
	stores, brage ha	nesten, wire Episen, ship	towers, pad els, field cull	hops Delives								
1 blackers. 2 bladers, com 3 milety hole, mer cultivis 6 harrows. w	draks, moldicon lors, laser plane agons, Bosts, na	buck, days	sider, water	Turow,								
Colors  1 touches 2 ballets, due 3 touches 3 touches, due 4 ballets, due 6 ballets, due 6 ballets, due 6 ballets, due 6 ballets, due 7 ballet due 7 ballets, due 8 plantant, du 8 plantant, du 8 plantant, du	state, molitical loss, base plane agare, floats, na s, cottor pobers, s, farage equipme is, fare toucks what mouer some manage cor	a buck, diag. collion sings of, solion mo	este, uson est, care pi une, stath c	itania, itas itaggani,								

TABLE 6. Alfalfa establishment, sprinkler-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2017

Planting dates: August 1 - September 1 PURCHASED INPUTS PRICE QUANTITY TOTAL PURCHASED INPUTS SEED \$3.05 30 LBS \$91.50 \$91.50 PUMP WATER\* 6 AC. IN. SUBTOTAL \$91.50 \$91.50 PURCHASED INPUTS FUEL & LUBE POWER ACCOMPLISHMENT FIXED PREHARVEST OPERATIONS REPAIRS TOTAL LABOR UNIT RATE COST DISC CHISEL PLOW 155 HP 155 HP 0.14 HR \$1.20 \$2.95 \$1.27 \$3.19 \$8.61 0.20 HR 0.48 HR \$1.71 \$4.10 \$4.21 \$10.11 \$5.21 \$13.44 \$1.37 \$4.97 \$12.51 155 HP \$32.62 DISC (2X) DRAG (2X) 155 HP 155 HP 0.28 HR 0.30 HR \$2.39 \$2.57 \$5.90 \$6.32 \$2.55 \$1.62 \$6.37 \$6.03 \$17.21 \$16.54 \$6.37 \$19.52 DRILL 93 HP 0.12 HR \$1.03 \$0.32 \$3.49 IRRIGATE (3X) \$15.20 0.30 HR \$2.25 \$0.00 \$2.07 SUBTOTAL 1.82 HR \$15.25 \$46.23 \$12.11 \$39.80 \$113.38 OVERHEAD EXPENSES DOWNTIME EMPLOYEE BENEFITS 0.12 HR \$0.98 \$0.98 \$2.74 \$2.74 INSURANCE \$0.30 \$0.30 SUPERVISION AND MANAGEMENT \$14.87 \$14.87

0.12

1.94 HR

\$0.30

\$91.80

\$18.60

\$33.85

\$46.23

\$18.90

\$223.78

\$12.11 \$39.80

SUBTOTAL

TOTAL OPERATING EXPENSES

TABLE 7. Alfalfa hay, pivot sprinkler-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2017

Harvesting dates: June 1 - October 10 YIELD PRICE TOTAL GROSS RETURNS 6.50 TONS (STACKED) ALFALFA HAY \$175.00 \$1,137.50 GRAZING 1.00 ACRE \$15.00 \$15.00 \$1,152.50 TOTAL PURCHASED FIXED PURCHASED INPUTS PRICE QUANTITY **INPUTS** COST TOTAL NITROGEN (N) \$0.22 75 LBS \$16.50 \$16.50 PHOSPHATE (P2O5) \$0.27 200 LBS \$54.00 \$54.00 INSECTICIDE \$16.03 2 X/ACRE \$32.05 \$32.05 ESTABLISHMENT: Principal 5 YEARS \$44.76 \$44.76 \$6.29 \$6.29 BALING TWINE \$1.32 56 LBS \$0.74 \$0.74 PUMP WATER\* 40 AC. IN. SUBTOTAL \$51.04 \$154.33 \$103.29 POWER PURCHASED FUEL & ACCOMPLISHMENT FIXED PREHARVEST OPERATIONS UNIT **INPUTS** LABOR LUBE REPAIRS TOTAL RATE DRAG 93 HP 0.15 HR \$1.28 \$1.92 \$0.14 \$0.27 \$3.62 IRRIGATE (11X) 1.10 HR \$8.25 \$101.31 \$0.00 \$13.82 \$123.38 SUBTOTAL 1.25 HR \$9.53 \$103.23 \$0.14 \$14.10 \$127.00 HARVEST OPERATIONS SWATHER (5X) 16 FT 0.55 HR 0.85 HR \$4.70 \$7.27 \$4.84 \$0.80 \$14.09 \$24.43 93 HP \$10.87 BALER (5X) \$22.30 \$0.99 \$3.17 LOAD (5X) 93 HP 1.00 HR \$8.55 \$12.79 \$24.76 \$9.97 \$56.07 SUBTOTAL 2.40 HR \$20.52 \$28.50 \$26.55 \$27.24 \$102.80 OVERHEAD EXPENSES DOWNTIME EMPLOYEE BENEFITS 0.60 HR \$5.13 \$5.13 \$5,41 \$5.41 INSURANCE \$0.60 \$0.60 LAND TAXES \$2.70 \$2.70 SUPERVISION AND MANAGEMENT \$82.98 \$82.98 OTHER EXPENSES \$91.27 \$91.27 SUBTOTAL 0.60 HR \$91.87 \$93.51 \$188.08 TOTAL OPERATING EXPENSES 4.25 HR \$195.16 \$123.57 \$131.73 \$26.69 \$95.07 \$572.21 NET OPERATING PROFIT \$580.29 INTEREST ON OPERATING CAPITAL 5.50% \$4.51 \$82.07 @ ) INTEREST ON EQUIPMENT INVESTMENT \$18.50 RETURN TO LAND AND RISK \$557.27 \* Pump water costs are shown under irrigation in the preharvest operations section. BUDGET SUMMARY GROSS RETURN \$1,152.50 VARIABLE OPERATING EXPENSES
RETURN OVER VARIABLE EXPENSES \$353.57 \$798.93 (GROSS MARGIN) FIXED EXPENSES \$95.07 NET FARM INCOME \$703.86 (RETURN TO CAPITAL, LABOR, LAND & RISK) LABOR AND MANAGEMENT COST \$123.57

\$580.29

\$557.27

\$23.02

(RETURN TO CAPITAL, LAND & RISK)

NET OPERATING PROFIT

RETURN TO LAND AND RISK

CAPITAL COSTS

TABLE 8. Wheat, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Projected 2017
Planting dates: August 15 - September 15
Harvesting dates: July 15 - July 15

Harvesting dates: July 15	- July 15									
ITEM	PRICE		YIEL	D	BASE					TOTAL
GROSS RETURNS WHEAT	\$7.00		35.00	CWT						\$245.00
DIRECT PAYMENT	\$0.00			CWT	0.85					\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00									\$0.00
GRAZING	\$25.00		1.00	ACRE						\$25.00
TOTAL									-	\$270.00
DUDCHASED INDUTS	PRICE		OLIANIT	TTV	PURCHASED INPUTS				FIXED	TOTAL
PURCHASED INPUTS	FRICE		QUANT	11.1	INFUIS				0031	TOTAL
SEED	\$0.44		150	LBS	\$66.00					\$66.00
ANHYDROUS (NH3)	\$0.36		125	LBS	\$44.81					\$44.81
LIVESTOCK FAC & EQUIP									\$5.00	\$5.00
PUMP WATER*			25	AC. IN.						\$0.00
CROP INSURANCE	\$0.29				\$0.29					\$0.29
SUBTOTAL					\$111.11				\$5.00	\$116.11
	POWER		ACCOMPLIS	SHMENT	PURCHASED		FUEL &		FIXED	
PREHARVEST OPERATIONS	UNIT		RAT		INPUTS	LABOR	LUBE	REPAIRS	COST	TOTAL
DISC	155 HP		0.14	HR		\$1.20	\$2.95	\$1.27	\$3.19	\$8.61
ANHYDROUS APPL	155 HP		0.20		\$7.00	\$1.71	\$4.21	\$1.08	\$3.90	\$17.90
DISC	155 HP		0.14		ψσσ	\$1.20	\$2.95	\$1.27	\$3.19	\$8.61
DRILL	93 HP		0.12			\$1.03	\$1.53	\$0.32	\$3.49	\$6.37
IRRIGATE (5X)			2.50			\$18.75	\$63.32	\$0.00	\$4.01	\$86.08
SUBTOTAL		-	3.10	HR	\$7.00	\$23.88	\$74.97	\$3.95	\$17.77	\$127.57
HARVEST OPERATIONS										
COMBINE (CUSTOM)					\$26.00					\$26.00
SUBTOTAL		-			\$26.00	\$0.00	\$0.00	\$0.00	\$0.00	\$26.00
OVERHEAD EXPENSES										
DOWNTIME			0.15	HR		\$1.28				\$1.28
EMPLOYEE BENEFITS						\$4.30				\$4.30
INSURANCE					\$0.48					\$0.48
LAND TAXES									\$2.70	\$2.70
SUPERVISION AND MANAGEMENT						\$21.70				\$21.70
OTHER EXPENSES					\$91.27					\$91.27
SUBTOTAL		-	0.15	HR	\$91.75	\$27.28			\$2.70	\$121.72
TOTAL OPERATING EXPENSES		-	3.25	HR	\$235.85	\$51.16	\$74.97	\$3.95	\$25.46	\$391.39
NET OPERATING PROFIT										(\$121.39)
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTM		(	\$75.28	@	5.50%	)				\$4.14 \$6.15
RETURN TO LAND AND RISK										(\$131.68)
* Pump water costs are shown under in	rigation in the preh		ions section. SUMMARY							
		BODGET								
GROSS RETURN VARIABLE OPERATING EXPENSES		\$314.77	\$270.00							
RETURN OVER VARIABLE EXPENSES FIXED EXPENSES		\$25.46	(\$44.77)	(GRO	SS MARGIN)					

	BUDGET SU	MMARY	
GROSS RETURN		\$270.00	
VARIABLE OPERATING EXPENSES	\$314.77		
RETURN OVER VARIABLE EXPENSES		(\$44.77)	(GROSS MARGIN)
FIXED EXPENSES	\$25.46		
NET FARM INCOME		(\$70.23)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$51.16		
NET OPERATING PROFIT	(	(\$121.39)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$10.29		
RETURN TO LAND AND RISK	(	(\$131.68)	

TABLE 9. White corn, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2017
Planting dates: April 15 - May 15
Harvesting dates: October 1 - November 15

			october 1 - November 15	Tial vesting dates. O
TOTA		YIELD	PRICE	ITEM
\$450.00 \$20.00		70.00 CWT 1.00 ACRE	\$6.43 \$20.00	GROSS RETURNS CORN GRAZING
\$470.00				TOTAL
FIXED	PURCHASED		2005	

SEED		BBIOE		PURCHASED				FIXED	TOT41
NITROCEN (N)	PURCHASED INPUTS	PRICE	QUANTIT	Y INPUTS				COST	TOTAL
NITROCEN (N)	SEED	¢1 05	25 00	0 \$46.25					¢46.2E
PHOSPHATE (PZOS)   \$0.27   70 LBS   \$18.90   \$									
TRACE ELEMENTS   \$0.15		* -							
ANTOROUS (NHS)   \$0.36									
NSECTICIDE (CUSTOM)   \$16.03   \$3.ACRE   \$48.08   \$9.45   \$9									
HERBICIDE   \$9.45   1 ACRE   \$9.45     \$89.45     \$89.45   \$89.45   \$89.45   \$89.45   \$89.45   \$89.45   \$89.00   \$80.0									
SS 00   SS 00   SS 00   SUBTOTAL   SUBTOTA									
SUBTOTAL		\$9.45	I AC	JRE \$9.45				<b>CF 00</b>	
SUBTOTAL   POWER   ACCOMPLISHMENT   PURCHASED   FUEL & REPAIRS   COST   TOTAL			40. 40	N INI				\$5.00	
POWER   NATE   PURCHASED   FUEL & REPAIRS   COST   TOTAL	PUMP WATER"		48 AC	. IIV.					\$0.00
Name	SUBTOTAL			\$201.76	-			\$5.00	\$206.76
DISC 155 HP 0.14 HR \$1.20 \$2.95 \$1.27 \$3.19 \$8.61 CHISEL 155 HP 0.20 HR \$1.71 \$4.21 \$1.37 \$5.21 \$1.25 1 ANHYDROUS APPL 155 HP 0.20 HR \$7.00 \$1.71 \$4.21 \$1.38 \$3.90 \$17.90 DISC & SPRAY 155 HP 0.20 HR \$1.03 \$1.62 \$4.00 \$1.87 \$7.15 \$14.65 LISTER 155 HP 0.19 HR \$1.03 \$2.53 \$0.88 \$3.76 \$5.20 PLANTER 155 HP 0.12 HR \$1.03 \$2.53 \$0.88 \$3.76 \$5.20 PLANTER 93 HP 0.17 HR \$1.45 \$2.17 \$0.51 \$5.76 \$9.89 ROLLING CULT (3X) 93 HP 0.39 HR \$3.33 \$4.99 \$1.82 \$2.77 \$15.28 RRIGATE (8X) \$4.00 HR \$30.00 \$121.57 \$0.00 \$7.70 \$159.27 \$1.28 RRIGATE (8X) \$4.00 HR \$3.00 \$121.57 \$0.00 \$7.70 \$159.27 \$1.28 RRIGATE (BX) \$3.40 \$3.72 \$5.40 \$3.40		POWER	ACCOMPLISH	MENT PURCHASED		FUEL &		FIXED	
CHISEL	PREHARVEST OPERATIONS	UNIT	RATE	INPUTS	LABOR	LUBE	REPAIRS	COST	TOTAL
CHISEL	DISC	1EE UD	0.14 45	<b>.</b>	¢1 20	\$2.05	¢1 27	¢2 10	¢0 61
MAHYDROUS APPL									
DISC & SPRAY									
LISTER 155 HP 0.12 HR \$1.03 \$2.53 \$0.88 \$3.76 \$8.20 PLANTER 93 HP 0.17 HR \$1.45 \$2.17 \$0.51 \$5.76 \$9.89 ROLLING CULT (3X) 93 HP 0.19 HR \$3.33 \$4.99 \$1.62 \$2.74 \$12.88 IRRIGATE (8X) 4.00 HR \$30.00 \$121.57 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$7.70 \$159.27 \$0.00 \$0.0									
PLANTER   93 HP   0.17 HR   \$1.45   \$2.17   \$0.51   \$5.76   \$9.89   ROLLING CULT (3X)   93 HP   0.39 HR   \$3.33   \$4.99   \$1.82   \$2.74   \$12.88   RRIGATE (8X)   \$5.00   \$7.70   \$159.27   \$159.2									
ROLLING CULT (3X) 93 HP 0.39 HR \$3.33 \$4.99 \$1.82 \$2.74 \$12.88   IRRIGATE (8X) 4.00 HR \$3.00 \$121.57 \$0.00 \$7.70 \$159.27   SUBTOTAL 5.41 HR \$7.00 \$42.06 \$146.64 \$8.80 \$39.41 \$243.91    HARVEST OPERATIONS  COMBINE (CUSTOM) \$23.25 \$0.00 \$0.00 \$0.00 \$0.00 \$37.25   SUBTOTAL \$37.25 \$0.00 \$0.00 \$0.00 \$0.00 \$37.25    OVERHEAD EXPENSES  DOWNTIME \$0.27 HR \$2.33 \$23.25 \$7.57 \$159.27   INSURANCE \$0.84 \$7.57 \$159.27 \$2.70									
RRIGATE (8X)									
SUBTOTAL   5.41 HR   \$7.00 \$42.06 \$146.64 \$8.80 \$39.41 \$243.91	` '	93 HP							
HARVEST OPERATIONS	IRRIGATE (8X)		4.00 HF	₹	\$30.00	\$121.57	\$0.00	\$7.70	\$159.27
Substitution	SUBTOTAL		5.41 HF	R \$7.00	\$42.06	\$146.64	\$8.80	\$39.41	\$243.91
HAUL (CUSTOM)	HARVEST OPERATIONS								
HAUL (CUSTOM)	COMBINE (CUSTOM)			\$23.25					\$23.25
SUBTOTAL         \$37.25         \$0.00         \$0.00         \$0.00         \$37.25           OVERHEAD EXPENSES         0.27 HR         \$2.33         \$2.33         \$2.33           DOWNTIME         \$7.57         \$7.57         \$7.57         \$7.57         \$1.57 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
OVERHEAD EXPENSES           DOWNTIME         0.27 HR         \$2.33         \$2.33           EMPLOYEE BENEFITS         \$7.57         \$7.57           INSURANCE         \$0.84         \$0.84           LAND TAXES         \$39.02         \$2.70           SUPERVISION AND MANAGEMENT         \$39.02         \$39.02           OTHER EXPENSES         \$91.27         \$91.27           SUBTOTAL         0.27 HR         \$92.11         \$48.91         \$2.70         \$143.72           TOTAL OPERATING EXPENSES         5.68 HR         \$338.12         \$90.97         \$146.64         \$8.80         \$47.10         \$631.64           NET OPERATING PROFIT         (\$161.64)         \$139.74         @         5.50%         )         \$7.69           INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTMENT         \$139.74         @         5.50%         )         \$7.69				******					******
DOWNTIME	SUBTOTAL			\$37.25	\$0.00	\$0.00	\$0.00	\$0.00	\$37.25
EMPLOYEE BENEFITS         \$7.57           INSURANCE         \$0.84           LAND TAXES         \$2.70           SUPERVISION AND MANAGEMENT         \$39.02           OTHER EXPENSES         \$91.27           SUBTOTAL         0.27 HR         \$92.11         \$48.91         \$2.70         \$143.72           TOTAL OPERATING EXPENSES         5.68 HR         \$338.12         \$90.97         \$146.64         \$8.80         \$47.10         \$631.64           NET OPERATING PROFIT         (\$161.64)         \$139.74         \$6.55.0%         )         \$7.69           INTEREST ON OPERATING CAPITAL INVESTMENT         \$139.74         \$6.55.0%         )         \$7.69	OVERHEAD EXPENSES								
EMPLOYEE BENEFITS         \$7.57           INSURANCE         \$0.84           LAND TAXES         \$2.70           SUPERVISION AND MANAGEMENT         \$39.02           OTHER EXPENSES         \$91.27           SUBTOTAL         0.27 HR         \$92.11         \$48.91         \$2.70         \$143.72           TOTAL OPERATING EXPENSES         5.68 HR         \$338.12         \$90.97         \$146.64         \$8.80         \$47.10         \$631.64           NET OPERATING PROFIT         (\$161.64)         \$139.74         \$6.55.0%         )         \$7.69           INTEREST ON OPERATING CAPITAL INVESTMENT         \$139.74         \$6.55.0%         )         \$7.69	DOWNTIME		0.27 HF	₹	\$2.33				\$2.33
INSURANCE   \$0.84   \$0.85   \$0.84   \$0.85									
LAND TAXES   \$2.70   \$2.70   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02   \$30.02   \$39.02				\$0.84	*				
SUPERVISION AND MANAGEMENT OTHER EXPENSES         \$39.02         \$39.02         \$39.02         \$39.02         \$39.02         \$39.02         \$39.127           SUBTOTAL         0.27 HR         \$92.11         \$48.91         \$2.70         \$143.72           TOTAL OPERATING EXPENSES         5.68 HR         \$338.12         \$90.97         \$146.64         \$8.80         \$47.10         \$631.64           NET OPERATING PROFIT         (\$161.64)         \$160.04				****				\$2.70	
OTHER EXPENSES         \$91.27         \$91.27         \$91.27           SUBTOTAL         0.27 HR         \$92.11         \$48.91         \$2.70         \$143.72           TOTAL OPERATING EXPENSES         5.68 HR         \$338.12         \$90.97         \$146.64         \$8.80         \$47.10         \$631.64           NET OPERATING PROFIT         (\$161.64)         (\$161.64)         \$7.69         \$139.74         \$60         \$139.74					\$39.02			•	
TOTAL OPERATING EXPENSES 5.68 HR \$338.12 \$90.97 \$146.64 \$8.80 \$47.10 \$631.64  NET OPERATING PROFIT (\$161.64)  INTEREST ON OPERATING CAPITAL (\$139.74 @ 5.50% ) \$77.69 INTEREST ON EQUIPMENT INVESTMENT \$134.88				\$91.27	******				
NET OPERATING PROFIT  INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTMENT  (\$161.64)  \$7.69  \$139.74 @ 5.50% ) \$7.69  \$13.48	SUBTOTAL		0.27 HF	R \$92.11	\$48.91			\$2.70	\$143.72
INTEREST ON OPERATING CAPITAL (\$139.74 @ 5.50%) \$7.69 INTEREST ON EQUIPMENT INVESTMENT \$13.48	TOTAL OPERATING EXPENSES		5.68 HF	R \$338.12	\$90.97	\$146.64	\$8.80	\$47.10	\$631.64
INTEREST ON EQUIPMENT INVESTMENT \$13.48	NET OPERATING PROFIT								(\$161.64)
RETURN TO LAND AND RISK (\$182.81)		-	( \$139.74	@ 5.50%	)				
	RETURN TO LAND AND RISK								(\$182.81)

_	2000 PETURA	<b>0.170.00</b>
		BUDGET SUMMARY
	rump water costs are shown under i	ingation in the prenarvest operations section.

GROSS RETURN		\$470.00	
VARIABLE OPERATING EXPENSES	\$493.57		
RETURN OVER VARIABLE EXPENSES		(\$23.57)	(GROSS MARGIN)
FIXED EXPENSES	\$47.10		
NET FARM INCOME		(\$70.67)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$90.97		
NET OPERATING PROFIT		(\$161.64)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$21.17		
RETURN TO LAND AND RISK		(\$182.81)	

TABLE 10. Upland cotton (stripper), flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2017
Planting dates: April 15 - May 15
Harvesting dates: November 1 - January 15

ITEM PRICE YIELD BASE TOTAL

GROSS RETURNS									
COTTON LINT	\$0.70	1,0	000.00 LBS						\$700.00
COTTON SEED	\$0.09		600.00 LBS						\$144.00
DIRECT PAYMENT	\$0.0000		000.00 LBS	0.85					\$0.00
COUNTER CYCLICAL PAYMENT	\$0.1373		720.00 LBS	0.85					\$84.03
TOTAL									\$928.03
				PURCHASED				FIXED	
PURCHASED INPUTS	PRICE		QUANTITY	INPUTS				COST	TOTAL
SEED	\$7.55		25 LBS	\$188.75					\$188.75
NITROGEN (N)	\$0.22		72 LBS	\$15.84					\$15.84
PHOSPHATE (P2O5)	\$0.27		184 LBS	\$49.68					\$49.68
HERBICIDE (CUSTOM)	\$19.93		1 X/ACRE						\$19.93
INSECTICIDE (CUSTOM)	\$18.91		1 X/ACRE						\$18.91
CROP INSURANCE	\$0.59		FCIC	\$0.59					\$0.59
PUMP WATER*			30 AC. IN.						
SUBTOTAL				\$293.70					\$293.70
	POWER	ACC	OMPLISHMENT	PURCHASED		FUEL &		FIXED	
PREHARVEST OPERATIONS	UNIT	7.00	RATE	INPUTS	LABOR	LUBE	REPAIRS	COST	TOTAL
DISC	155 HP		0.14 HR		\$1.20	\$2.95	\$1.27	\$3.19	\$8.61
PLOW	155 HP		0.48 HR		\$4.10	\$10.11	\$4.97	\$13.44	\$32.62
DISC (2X)	155 HP		0.28 HR		\$2.39	\$5.90	\$2.55	\$6.37	\$17.21
FLOAT (2X)	93 HP		0.32 HR		\$2.74	\$4.09	\$0.31	\$1.15	\$8.28
LISTER	155 HP		0.12 HR		\$1.03	\$2.53	\$0.88	\$3.76	\$8.20
PLANTER	155 HP		0.17 HR		\$1.45	\$3.58	\$1.26	\$8.87	\$15.16
ROLLING CULT. (4X)	93 HP		0.52 HR		\$4.45	\$6.65	\$2.43	\$3.66	\$17.18
HAND HOE (CUSTOM)				\$25.00					\$25.00
IRRIGATE (6X)			3.00 HR		\$22.50	\$75.98	\$0.00	\$4.81	\$103.29
SUBTOTAL		-	5.03 HR	\$25.00	\$39.86	\$111.80	\$13.67	\$45.24	\$235.57
HARVEST OPERATIONS									
COTTON STRIPPER	93 HP		0.62 HR		\$5.30	\$7.93	\$3.49	\$50.02	\$66.73
HAUL	93 HP		1.00 HR		\$8.55	\$12.79	\$0.99	\$7.40	\$29.73
GIN COTTON (CUSTOM)				\$204.40					\$204.40
SUBTOTAL			1.62 HR	\$204.40	\$13.85	\$20.72	\$4.48	\$57.42	\$300.87
POST HARVEST OPERATIONS									
SHREDDER	93 HP		0.29 HR		\$2.48	\$3.71	\$0.33	\$2.46	\$8.98
OVERHEAD EXPENSES									
DOWNTIME			0.91 HR		\$7.74				\$7.74
EMPLOYEE BENEFITS			-		\$9.67				\$9.67
INSURANCE				\$1.07					\$1.07
LAND TAXES								\$2.70	\$2.70
SUPERVISION AND MANAGEMENT					\$71.05				\$71.05
OTHER EXPENSES				\$91.27					\$91.27
SUBTOTAL			0.91 HR	\$92.34	\$88.45			\$2.70	\$183.49
TOTAL OPERATING EXPENSES			7.85 HR	\$615.44	\$144.64	\$136.22	\$18.48	\$107.81	\$1,022.60
NET OPERATING PROFIT									(\$94.57)
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTMENT	г	( \$1	80.32 @	5.50%	)				\$9.92 \$37.57
RETURN TO LAND AND RISK									(\$142.05)

* Pump water costs are shown under irrigation in the pr	reharvest operations s	section.	
	BUDGET SU	MMARY	
GROSS RETURN		\$928.03	
VARIABLE OPERATING EXPENSES	\$770.15		
RETURN OVER VARIABLE EXPENSES		\$157.88	(GROSS MARGIN)
FIXED EXPENSES	\$107.81		
NET FARM INCOME		\$50.07	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$144.64		
NET OPERATING PROFIT		(\$94.57)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$47.48		
RETURN TO LAND AND RISK		(\$142.05)	

TABLE 11. Grain sorghum, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2017
Planting dates: May 1 - June 15
Harvesting dates: October 15 - November 15

ITEM	PRICE		YIEL	D	BASE					TOTAL
GROSS RETURNS										
GRAIN SORGHUM	\$5.91		50.00							\$295.71
DIRECT PAYMENT	\$0.00		50.00		0.85					\$0.00
COUNTER CYCLICAL PAYMENT GRAZING	\$0.00 \$10.00			CWT ACRE						\$0.00 \$10.00
TOTAL									-	\$305.71
TOTAL										ψ303.71
					PURCHASED				FIXED	
PURCHASED INPUTS	PRICE		QUANT	TTY	INPUTS				COST	TOTAL
SEED	\$1.04		12	LBS	\$12.48					\$12.48
ANHYDROUS (NH3)	\$0.36		150	LBS	\$53.78					\$53.78
NITROGEN (N)	\$0.22		18	LBS	\$3.96					\$3.96
PHOSPHATE (P2O5)	\$0.27			LBS	\$12.42					\$12.42
INSECTICIDE	\$14.17		1	ACRE	\$14.17					\$14.17
HERBICIDE	\$12.26		1	ACRE	\$12.26					\$12.26
LIVESTOCK FAC & EQUIP									\$5.00	\$5.00
PUMP WATER			36	AC. IN.	\$0.00					\$0.00
CROP INSURANCE	\$1.96									\$1.96
SUBTOTAL					\$109.07				\$5.00	\$116.03
PREHARVEST OPERATIONS	POWER UNIT		ACCOMPLIS RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DIGG	455 UD		0.44	110		£4.00	<b>60.05</b>	£4.07	f0.40	<b>60.04</b>
DISC	155 HP		0.14			\$1.20	\$2.95	\$1.27	\$3.19	\$8.61
CHISEL	155 HP		0.20		<b>A7</b> 00	\$1.71	\$4.21	\$1.37	\$5.21	\$12.51
ANHYDROUS APPL	155 HP		0.20		\$7.00	\$1.71	\$4.21	\$1.08	\$3.90	\$17.90
DISC & SPRAY	155 HP		0.19			\$1.62	\$4.00	\$1.87	\$7.15	\$14.65
LISTER	155 HP		0.12			\$1.03	\$2.53	\$0.88	\$3.76	\$8.20
PLANTER	155 HP		0.17			\$1.45	\$3.58	\$1.26	\$8.87	\$15.16
ROLLING CULT (3X)	93 HP		0.39			\$3.33	\$4.99	\$1.82	\$2.74	\$12.88
IRRIGATE (6X)			3.00	HR		\$25.65	\$91.18	\$0.00	\$5.78	\$122.60
SUBTOTAL		•	4.41	HR	\$7.00	\$37.71	\$117.66	\$9.56	\$40.59	\$212.51
HARVEST OPERATIONS										
COMBINE (CUSTOM)	14 FT SP				\$15.00					\$15.00
SUBTOTAL		,	0.00	HR	\$15.00	\$0.00	\$0.00	\$0.00	\$0.00	\$15.00
					*	40.00	40.00	*****	*****	***************************************
OVERHEAD EXPENSES										
DOWNTIME			1.10	HR		\$9.43				\$9.43
EMPLOYEE BENEFITS						\$6.79				\$6.79
INSURANCE					\$0.75					\$0.75
LAND TAXES									\$2.70	\$2.70
SUPERVISION AND MANAGEMENT						\$23.61				\$23.61
OTHER EXPENSES					\$91.27					\$91.27
SUBTOTAL			1.10	HR	\$92.02	\$39.82			\$2.70	\$134.54
TOTAL OPERATING EXPENSES		•	5.51	HR	\$223.09	\$77.52	\$117.66	\$9.56	\$48.28	\$478.08
NET OPERATING PROFIT										(\$172.36)
INTEREST ON OPERATING CAPITAL		(	\$89.82	@	5.50%	)				\$4.94
INTEREST ON EQUIPMENT INVESTMENT	NT	,	<b>\$00.02</b>		0.0070	,				\$14.08
RETURN TO LAND AND RISK										(\$191.38)
		BUDGET	SUMMARY							
GROSS RETURN			\$305.71							
VARIABLE OPERATING EXPENSES		\$350.31								
RETURN OVER VARIABLE EXPENSES		•	(\$44.60)	(GRO	SS MARGIN)					
RETURN OVER VARIABLE EXPENSES FIXED EXPENSES		\$350.31 \$48.28			•					
RETURN OVER VARIABLE EXPENSES FIXED EXPENSES NET FARM INCOME		\$48.28	(\$44.60) (\$92.88)		SS MARGIN) JRN TO CAPITAL	., LABOR, LA	ND & RISK)			
RETURN OVER VARIABLE EXPENSES FIXED EXPENSES NET FARM INCOME LABOR AND MANAGEMENT COST		•	(\$92.88)	(RETU	JRN TO CAPITAL		•			
RETURN OVER VARIABLE EXPENSES FIXED EXPENSES NET FARM INCOME		\$48.28		(RETU	•		•			

TABLE 12. Summary of per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2017

Projected 2017						
	ALFALFA ESTABLISHMENT	ALFALFA HAY	WHEAT	WHITE CORN	STRIPPER COTTON	GRAIN SORGHUM
		TONS	CWT	CWT	LBS	CWT
PRIMARY YIELD		6.50	35.00	70.00	1,000.00	50.00
PRIMARY PRICE		\$175.00	\$7.00	\$26.43	\$0.70	\$5.91
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$84.03	\$0.00
SECOND INCOME		\$15.00	\$25.00	\$20.00	\$144.00	\$10.00
GROSS RETURN		\$1,152.50	\$270.00	\$470.00	\$928.03	\$305.71
CASH OPERATING EXPENSES						
SEED	\$91.50		\$66.00	\$46.25	\$188.75	\$12.48
FERTILIZER		\$102.55	\$44.81	\$97.99	\$15.84	\$70.16
CHEMICALS		*	******	\$57.52	\$38.84	\$26.43
CROP INSURANCE			\$0.29	******	\$0.59	\$1.96
OTHER PURCHASED INPUTS		\$0.74	***		\$49.68	*****
CANAL WATER		Ψο			ψ.σ.σσ	
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$31.03	\$30.42	\$11.65	\$25.07	\$60.24	\$26.48
FUEL-IRRIGATION	\$15.20	\$101.31	\$63.32	\$121.57	\$75.98	\$91.18
REPAIRS	\$12.11	\$26.69	\$3.95	\$8.80	\$18.48	\$9.56
CUSTOM CHARGES	V.2	Ψ20.00	\$33.00	\$44.25	\$229.40	\$22.00
LAND TAXES		\$2.70	\$2.70	\$2.70	\$2.70	\$2.70
OTHER EXPENSES	\$0.30	\$91.87	\$91.75	\$92.11	\$92.34	\$92.02
TOTAL CASH EXPENSES	\$150.14	\$356.27	\$317.46	\$496.26	\$772.84	\$354.97
RETURN OVER CASH EXPENSES	(\$150.14)	\$796.23	(\$47.46)	(\$26.26)	\$155.19	(\$49.25)
FIXED EXPENSES	\$39.80	\$92.38	\$22.77	\$44.41	\$105.12	\$45.59
TOTAL EXPENSES	\$189.94	\$448.64	\$340.23	\$540.67	\$877.96	\$400.55
NET FARM INCOME	(\$189.94)	\$703.86	(\$70.23)	(\$70.67)	\$50.07	(\$94.84)
LABOR AND MANAGEMENT COSTS	\$33.85	\$123.57	\$51.16	\$90.97	\$144.64	\$77.52
NET OPERATING PROFIT	(\$223.78)	\$580.29	(\$121.39)	(\$161.64)	(\$94.57)	(\$172.36)
CAPITAL COSTS INTEREST ON OPERATING CAPITAL		\$4.51	\$4.14	\$7.69	\$9.92	\$4.94
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTMENT		\$18.50	\$6.15	\$13.48	\$37.57	\$14.08
TOTAL CAPITAL COSTS	\$0.00	\$23.02	\$10.29	\$21.17	\$47.48	\$19.02
RETURN TO LAND AND RISK	(\$223.78)	\$557.27	(\$131.68)	(\$182.81)	(\$142.05)	(\$191.38)

TABLE 13. Whole farm summary, Dell City area, Otero County, Projected 2017

1 10,000.00 1	2011			
GROSS RETURNS				
ALFALFA HAY	280.00 ACRES			
CROP		\$322,700		
WHEAT	170.00 ACRES			
CROP		\$41,650		
GRAZING		\$4,250		
DIRECT PAYMENT		\$0		
COUNTER CYCLICA		\$0		
WHITE CORN CROP	50.00 ACRES	<b>\$22.500</b>		
GRAZING		\$22,500 \$1,000		
COTTON	84.50 ACRES	\$1,000		
LINT	04.30 ACKES	\$59,150		
SEED		\$12,168		
DIRECT PAYMENT		\$0		
COUNTER CYCLICA	L PAYMENT	\$7,100		
<b>GRAIN SORGHUM</b>	25.50 ACRES			
CROP		\$7,541		
DIRECT PAYMENT		\$0		
COUNTER CYCLICA	L PAYMENT	\$0		
GRAZING		\$255		
ODOGO DETUDNI			•	£470.044
GROSS RETURN				\$478,314
CASH OPERATING EXI	PENSES			
SEED	2,1020	\$34,833		
FERTILIZER		\$44,359		
CHEMICALS		\$6,832		
CROP INSURANCE		\$266		
OTHER PURCHASE	D INPUTS	\$4,404		
CANAL WATER		\$0		
FUEL, OIL & LUBRIC	CANTS-EQUIPMENT	\$19,223		
FUEL-IRRIGATION		\$54,791		
REPAIRS		\$11,056		
CUSTOM CHARGES	;	\$27,768		
LAND TAXES		\$1,644		
OTHER EXPENSES		\$56,093		
TOTAL CA	ASH EXPENSES	-	\$261,267	
101712 07	IOTI EXILENOES		Ψ201,201	
RETURN OVER CASH	EXPENSES			\$217,047
FIVED EVDENOES		004.050		
FIXED EXPENSES		\$31,658		
TOTAL EX	(PENSES		\$292,925	
			Ψ202,020	
NET FARM INCOME				\$185,389
LABOR AND MANAGEN	MENT COSTS	\$63,905		
NET OPERATING PRO	FIT			\$121,484
0. 2				Ţ. <b>Z</b> .,.oŦ
CAPITAL COSTS				
INTEREST ON OPE	RATING CAPITAL	\$3,316		
INTEREST ON EQU	IPMENT INVESTMENT	\$10,433		
		-		
TOTAL CA	APITAL COSTS		\$13,749	
RETURN TO LAND ANI	) RISK			\$107,735
TETORIA TO LAIND AINL	ZINON		•	ψ107,733

	RETURN	RETURN ON
LAND VALUE	TO RISK*	INVESTMENT**
\$500 /ACRE	\$98,135	23.36%
\$750 /ACRE	\$93,335	17.86%
\$1,000 /ACRE	\$88,535	14.46%
\$1,250 /ACRE	\$83,735	12.15%
\$1,500 /ACRE	\$78,935	10.47%

 $<sup>^{\</sup>star}$  RETURN TO LAND AND RISK MINUS (INTEREST RATE TIMES LAND VALUE TIMES ACREAGE)  $^{\star\star}$  NET OPERATING PROFIT DIVIDED BY (MACHINERY AND EQUIPMENT VALUE PLUS LAND VALUE)