

TABLE 12. Whole farm summary, Cibola County,
Projected 2018

GROSS RETURNS		
ALFALFA HAY	200 ACRES	
CROP		\$148,000
GRAZING		\$2,000
PASTURE	40 ACRES	
GRAZING		\$2,880
WHEAT FOR GRAIN	20 ACRES	
CROP		\$5,720
GRAZING		\$440
STRAW		\$2,000
SWEET CORN	8 ACRES	
CROP		\$11,200
GROSS RETURN		<u>\$172,240</u>
CASH OPERATING EXPENSES		
SEED		\$9,047
FERTILIZER		\$2,304
CHEMICALS		\$665
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$9,427
CANAL WATER		\$1,475
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$6,608
FUEL-IRRIGATION		\$0
REPAIRS		\$1,318
CUSTOM CHARGES		\$578
LAND TAXES		\$10,620
OTHER EXPENSES		\$27,843
TOTAL CASH EXPENSES		<u>\$69,885</u>
RETURN OVER CASH EXPENSES		\$102,355
FIXED EXPENSES		\$16,550
TOTAL EXPENSES		\$86,435
NET FARM INCOME		\$85,805
LABOR AND MANAGEMENT COSTS		\$28,418
NET OPERATING PROFIT		\$57,387
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$685
INTEREST ON EQUIPMENT INVESTMENT		\$7,247
TOTAL CAPITAL COSTS		<u>\$7,932</u>
RETURN TO LAND AND RISK		<u><u>\$49,455</u></u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	\$40,455	14.20%
\$2,000 /ACRE	\$31,455	8.15%
\$3,000 /ACRE	\$22,455	5.71%
\$4,000 /ACRE	\$13,455	4.40%
\$5,000 /ACRE	\$4,455	3.58%

* 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)

TABLE 1. Acreage Summary, Cibola County,

BUDGET AREA.....	CIBOLA COUNTY		
FARM SIZE.....	300 ACRES		
IRRIGATION TYPE.....	FLOOD		
NUMBER OF CROPS..	4		

ACREAGE SUMMARY:	WATER USE		
	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 2018

Item		
Labor Wage Rate:		
Equipment operators	\$/hour	\$7.50
General & Irrigators	\$/hour	\$7.50
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.31
Phosphate (P205)	\$/pound	\$0.24
Seed:		
Alfalfa	\$/pound	\$4.00
Oat Hay	\$/pound	\$0.86
Sweet Corn	\$/pound	\$56.00
Wheat	\$/pound	\$0.44
Pasture	\$/pound	\$3.25
Baling wire	\$/box	\$1.32
Gopher control	\$/acre	\$1.50
Canal water	\$/acre	\$5.00
Energy:		
Diesel fuel	\$/gallon	\$2.75
Gasoline	\$/gallon	\$2.40
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	5.50%
Land Interest Rate	percent	5.00%
Equipment Interest Rate	percent	5.50%
Real Interest Rate	percent	3.00%
Land Taxes	\$/acre (full value)	\$36.00
Personal Property Tax Rate - NR	\$/ \$1,000 (Assessed Value)	\$33.20
- R		\$28.47
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 2018

Item		
Electricity (Domestic & Shop)	\$254.00 per month	\$3,048
Telephone	\$127.00 per month	\$1,524
Accounting & Legal		\$1,810
Misc. Supplies & Hand Tools		\$2,985
Pickup and Auto		
miles	25,400 @ \$0.500 per mile	\$12,700
Insurance		
- general liability (non-employee)		\$1,994
- fire/theft		\$1,575
Property Taxes		
- non-planted land		\$0
- other than land & machinery		\$0
Building repairs and maintenance		\$0
Dues, fees, publications		\$1,518
Farmstead Equipment		\$457
Total		\$27,610
Total Per Planted Acre		\$94.23

TABLE 4. Equipment summary for a 300 acre farm with above average management, Clark County, Province 2018

EQUIPMENT	ANNUAL		TOTAL	FUEL OIL		REPAIR		DEPRECIATION		TOTAL PER YEAR
	HOURS	NUMBER		VALUE	LUBRICANT	FUEL OIL	PER HOUR	PER HOUR	PER HOUR	
TRACTOR 40 HP	50	1	\$2,000	\$207	\$20	\$8.08	\$1.08	\$800	\$98	\$1,124
TRACTOR 85 HP	154	1	\$4,000	\$1,734	\$169	\$11.67	\$1.28	\$339	\$119	\$4,28
TRACTOR 92 HP	293	1	\$11,250	\$3,280	\$396	\$14.42	\$2.84	\$405	\$37	\$12,96
PICKUP 3/4 TON	50	1	\$22,000	\$706	\$44	\$14.12	\$0.88	\$4,400	\$43	\$22,87
BALEWAGON PTO	120	1	\$3,000	\$64		\$0.50		\$2,200		\$1,137
BALER 2 WIRE	135	1	\$1,600	\$21	\$21	\$0.15		\$385	\$43	\$1,16
CULTIVATOR 4 ROW	3	1	\$5,000	\$21	\$21	\$1.66		\$67	\$2	\$5,14
FLUID 14 FT	15	1	\$3,000	\$3	\$3	\$0.20		\$40	\$5	\$3,11
DISC 14 FT	15	1	\$3,000	\$3	\$3	\$0.20		\$40	\$5	\$3,11
LINER 4 ROW	15	1	\$3,000	\$3	\$3	\$0.20		\$40	\$5	\$3,11
PLow 3 BOTTOM	37	1	\$3,500	\$13	\$13	\$4.15		\$447	\$37	\$1,113
DRILL 12 FT	10	1	\$2,500	\$10	\$10	\$1.66		\$210	\$14	\$2,65
SWATHER (MTD)	12 FT	4	\$1,375	\$5	\$5	\$0.86		\$183	\$15	\$1,50
SWATHER 16 FT	8	1	\$2,100	\$70	\$100	\$10.50		\$421	\$40	\$2,62
BORDER DISC 6-ROW 6 DISC	2	1	\$750	\$2	\$2	\$0.93		\$100	\$8	\$46
FERT SPREADER	10	1	\$2,300	\$10	\$10	\$0.92		\$307	\$25	\$1,10
			\$104,150	\$6,635	\$1,318			\$14,807	\$1,462	

* 14 CHANGED DIRECTLY TO CROP

ITEM	NEW VALUE	USED VALUE	YEARS LIFE	EQUIP CODE	MAX HOURS	FUEL LIME ACCUM	AGE INTEREST	PER ACRE		
								FOR CORN	TOTALS	
TRACTOR 40 HP	2,000	775	7.00	10	800	2.40	0.10	800.00	15	248.33
TRACTOR 85 HP	4,000	4,000	4.00	1	800	4.42	0.10	3281.12	21	853.04
TRACTOR 92 HP	11,250	11,250	3.00	1	800	5.42	0.10	4014.01	23	1021.71
PICKUP	22,000	22,000	10	2	800	6.00	0.05	6020.00	13	1,210.00
BALEWAGON PTO	40,000	9,000	20	2	800	4.40	0.00	7140.00	6	1,237.00
BALER	1,600	1,600	20	2	300	0.00	0.00	2438.10	18	217.75
CULTIVATOR	5,000	5,000	10	3	300	0.00	0.00	5376.10	16	275.00
FLUID	3,000	3,000	15	3	300	0.00	0.00	2700.00	15	18.25
LINER	3,000	3,000	15	3	300	0.00	0.00	2700.00	16	86.00
PLow	3,500	3,500	15	3	300	0.00	0.00	2700.00	16	184.25
DRILL	2,500	2,500	10	3	300	0.00	0.00	1932.10	13	151.00
SWATHER (MTD)	1,375	1,375	15	3	100	0.00	0.00	1440.00	16	75.25
SWATHER	2,100	2,100	20	2	800	3.12	0.00	4125.00	6	1,897.25
BORDER DISC 6-ROW 6 DISC	750	750	15	3	100	0.00	0.00	3760.10	16	41.25
FERT SPREADER	2,300	2,300	10	3	100	0.00	0.00	1660.10	15	101.00

* 14 CHANGED DIRECTLY TO CROP

ALFALFA EST.	ALFALFA HAY	ANNUAL PASTURE	WHEAT GRAN	SWEET CORN	USAGE LIST		ANNUAL EST.	ANNUAL PASTURE	WHEAT FOR CORN	SWEET CORN	PER ACRE TOTALS
					ALFALFA EST.	ALFALFA HAY					
0.77	2.40	0.00	0.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2.87	1.34	0.00	3.37	2.96	0.05	0.05	0.00	0.05	0.00	0.00	0.30
0.00	0.00	0.00	101.39	0.00	0.05	0.21	0.00	0.44	1.00	2.73	0.00
1.52	5.76	0.00	1.52	0.00	1.38	0.85	1.00	0.00	1.63	1.24	5.96
0.33	0.08	0.00	0.33	0.00	0.00	0.00	0.00	0.00	1.00	4.25	6.25
0.00	0.00	0.00	0.00	34.38	0.30	0.40	0.00	0.00	0.20	0.00	1.00
0.26	0.00	0.00	0.31	0.00	0.21	0.03	0.00	0.00	0.21	0.00	1.00
3.06	0.00	0.00	3.06	3.06	0.00	0.00	0.00	0.00	0.00	0.42	0.42
0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00	0.00	0.48	0.24	1.00
0.00	0.00	0.00	0.00	0.00	0.24	0.00	0.00	0.00	0.00	0.00	1.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.00
2.57	0.00	0.00	2.57	0.00	0.00	0.00	0.00	0.00	0.00	0.18	0.18
0.00	0.00	0.00	0.00	0.44	0.00	0.00	0.00	0.00	0.00	0.00	2.88
3.19	9.96	0.00	0.00	0.00	0.21	0.00	0.21	0.00	0.21	0.00	0.63
0.88	0.00	0.00	0.88	0.00	0.00	0.00	0.00	0.00	0.00	0.45	0.45
0.00	0.61	0.00	0.00	0.61	0.11	0.33	0.00	0.00	0.00	0.00	0.44
20.81	23.00	0.00	18.36	219.96	0.00	0.05	0.00	0.00	0.00	0.05	0.10

MACHINE	POWER LINT	TIMES OVER	ACCOMPLISHMENT	
			RATE	TOTAL
PLow	80 HP	1.00	0.67	0.67
DISC (20)	80 HP	2.00	0.14	0.28
DRILL	80 HP	1.00	0.21	0.21
BORDER DISC	40 HP	1.00	0.50	0.50
BRIGGATE (30)	3.00	0.50	1.50	

MACHINE	POWER LINT	TIMES OVER	ACCOMPLISHMENT	
			RATE	TOTAL
SWATHER	80 FT	1.00	0.11	0.11
BALER 2-WIRE	80 HP	1.00	0.21	0.21
BALEWAGON	80 HP	1.00	0.50	0.50

MACHINE	POWER LINT	TIMES OVER	ACCOMPLISHMENT	
			RATE	TOTAL
FERT SPREADER	80 HP	1.00	0.50	0.50
GOMER CONTROL	80 HP	1.00	0.15	0.15
BRIGGATE (30)	3.00	0.50	1.50	

MACHINE	POWER LINT	TIMES OVER	ACCOMPLISHMENT	
			RATE	TOTAL
PLow	80 HP	1.00	0.67	0.67
DISC (20)	80 HP	2.00	0.14	0.28
DRILL	80 HP	1.00	0.24	0.24
BORDER DISC	40 HP	1.00	0.50	0.50
BRIGGATE (30)	4.00	0.50	2.00	

MACHINE	POWER LINT	TIMES OVER	ACCOMPLISHMENT	
			RATE	TOTAL
PLow	80 HP	1.00	0.67	0.67
DISC (20)	80 HP	2.00	0.14	0.28
DRILL	80 HP	1.00	0.24	0.24
BORDER DISC	40 HP	1.00	0.50	0.50
BRIGGATE (30)	4.00	0.50	2.00	

COMBINE (CUSTOM) PER ACRE		16.57	
HAUL (CUSTOM) PER BUSHEL	80 HP	1.00	0.31
HAUL WAGON	80 HP	1.00	0.20

MACHINE	POWER LINT	TIMES OVER	ACCOMPLISHMENT	
			RATE	TOTAL
DISC	80 HP	1.00	0.14	0.14
PLow	80 HP	1.00	0.67	0.67
SWATHER	80 HP	1.00	0.11	0.11
FERT SPREADER	80 HP	1.00	0.50	0.50
DISC	80 HP	1.00	0.14	0.14
FLUID	80 HP	1.00	0.24	0.24
LINER	80 HP	1.00	0.18	0.18
FERT SPREADER	80 HP	1.00	0.75	0.75
HAND PLANT	80 HP	1.00	0.00	0.00
SPRAY (20)	80 HP	2.00	0.15	0.30
CULTIVATOR (20)	80 HP	2.00	0.21	0.42
BRIGGATE (30)	4.00	0.50	2.00	

HAND PICK		25.00	
HAUL	3/4 TON	1.00	6.25

Hours of Use	ANNUAL REPAIR COSTS AS A PERCENT OF NEW VALUE							
	1	2	3	4	5	6	7	8
0	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
100	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
150	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
250	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
350	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
450	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
550	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
650	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
750	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

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

** Based on "Agricultural Machinery Data" in Agricultural Engineers Yearbook, 1950.

- Codes:
- tractor
 - baler, combine, large harrows, windrowers, pick-ups
 - new law, disks, moldboard plows, chains, field cultivators
 - row cultivators, laser plows
 - seeds, engines, tanks, rolls, back, drag, roller, water furrow
 - seed bed
 - balers, grain, cotton pickers, cotton strippers, corn pickers
 - corn heads, harrows, mowers, rotary mowers, disk choppers
 - seed augers, farm tractors
 - other, combine cover
 - baler w/ engine, mowers spreads
 - tractors, tillage, harrow, mowers, mowed sprayers
 - haystacking equipment

TABLE 5. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2018
Planting Dates: May 15 - July 1

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
OAT HAY	\$150.00	3.50 TONS (STACKED)						\$525.00
TOTAL								\$525.00
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
ALFALFA SEED	\$4.00	20 LBS	\$80.00					\$80.00
OAT SEED	\$0.86	30 LBS	\$25.80					\$25.80
CANAL WATER		18 AC. IN.	\$5.00					\$5.00
SUBTOTAL			\$110.80					\$110.80
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLow	93 HP	0.67 HR		\$5.03	\$9.79	\$3.42	\$10.51	\$28.75
DISC (2X)	93 HP	0.28 HR		\$2.10	\$4.09	\$1.31	\$8.74	\$16.24
FLOAT	93 HP	0.24 HR		\$1.80	\$3.51	\$0.23	\$1.29	\$6.83
DRILL	65 HP	0.21 HR		\$1.58	\$2.45	\$0.49	\$10.78	\$15.30
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.45	\$0.10	\$3.02	\$3.95
IRRIGATE (3X)		1.50 HR		\$11.25				\$11.25
SUBTOTAL		2.95 HR		\$22.13	\$20.29	\$5.55	\$34.34	\$82.30
HARVEST OPERATIONS								
SWATHER	16 FT	0.11 HR		\$0.83	\$1.13	\$0.16	\$6.43	\$8.55
BALER, 2-WIRE	65 HP	0.21 HR		\$1.58	\$2.45	\$0.30	\$1.56	\$5.89
BALEWAGON	93 HP	0.20 HR		\$1.50	\$2.92	\$0.91	\$4.39	\$9.72
SUBTOTAL		0.52 HR		\$3.90	\$6.51	\$1.37	\$12.38	\$24.16
HARVEST OPERATIONS								
DOWNTIME		1.26 HR		\$9.41				\$9.41
EMPLOYEE BENEFITS				\$4.68				\$4.68
INSURANCE			\$0.52					\$0.52
LAND TAXES							\$36.00	\$36.00
SUPERVISION AND MANAGEMENT				\$16.00				\$16.00
OTHER EXPENSES			\$94.23					\$94.23
SUBTOTAL		1.26 HR	\$94.75	\$30.10			\$36.00	\$160.85
TOTAL OPERATING EXPENSES		4.73 HR	\$205.55	\$56.12	\$26.80	\$6.92	\$82.73	\$378.12
NET OPERATING PROFIT								\$146.88
INTEREST ON OPERATING CAPITAL		(	\$62.52	@	5.50%	)		\$3.44
INTEREST ON EQUIPMENT INVESTMENT								\$20.81
RETURN TO LAND AND RISK								\$122.63

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2018
Harvesting Dates: June 15 - September 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$185.00	4.00 TONS (STACKED)						\$740.00
GRAZING	\$10.00	1.00 ACRE						\$10.00
TOTAL								\$750.00
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL
PHOSPHATE (P2O5)	\$0.24	40 LBS	\$9.60					\$9.60
WIRE	\$1.32	34 LBS	\$45.25					\$45.25
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
SUBTOTAL			\$61.35		\$0.00			\$61.35
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
FERT SPREADER	93 HP	0.05 HR		\$0.38	\$0.73	\$0.09	\$1.72	\$2.92
GOPHER CONTROL	40 HP	0.15 HR		\$1.13	\$1.35	\$0.16	\$2.15	\$4.78
IRRIGATE (6X)		3.00 HR		\$22.50				\$22.50
SUBTOTAL		3.20 HR		\$24.00	\$2.08	\$0.25	\$3.88	\$30.21
HARVEST OPERATIONS								
SWATHER (3X)	16 FT	0.33 HR		\$2.48	\$3.40	\$0.48	\$19.30	\$25.65
BALER (3X)	65 HP	0.63 HR		\$4.73	\$7.35	\$0.91	\$4.69	\$17.68
BALEWAGON (3X)	93 HP	0.60 HR		\$4.50	\$8.77	\$2.73	\$13.16	\$29.16
SUBTOTAL		1.56 HR		\$11.70	\$19.52	\$4.12	\$37.15	\$72.48
OVERHEAD EXPENSES								
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				\$56.36				\$56.36
OTHER EXPENSES			\$94.23					\$94.23
SUBTOTAL		0.43 HR	\$94.95	\$65.99			\$36.00	\$196.93
TOTAL OPERATING EXPENSES		5.19 HR	\$156.29	\$101.69	\$21.60	\$4.37	\$77.03	\$360.98
NET OPERATING PROFIT								\$389.02
INTEREST ON OPERATING CAPITAL		(	\$33.23	@	5.50%	)		\$1.83
INTEREST ON EQUIPMENT INVESTMENT								\$23.00
RETURN TO LAND AND RISK								\$364.20
BUDGET SUMMARY								
GROSS RETURN			\$750.00					
VARIABLE OPERATING EXPENSES	\$182.26							
RETURN OVER VARIABLE EXPENSES		\$567.74	(GROSS MARGIN)					
FIXED EXPENSES	\$77.03							
NET FARM INCOME		\$490.71	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$101.69							
NET OPERATING PROFIT		\$389.02	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$24.83							
RETURN TO LAND AND RISK		\$364.20						

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 2018
Planting Dates: May 15 - July 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL	
PURCHASED INPUTS										
GRASS SEED	\$3.25	15 LBS		\$48.75					\$48.75	
CANAL WATER		18 AC. IN.		\$5.00					\$5.00	
SUBTOTAL				\$53.75					\$53.75	
PREHARVEST OPERATIONS										
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL		
PLOW	93 HP	0.67 HR		\$5.03	\$9.79	\$3.42	\$10.51	\$28.75		
DISC (2X)	93 HP	0.14 HR		\$1.05	\$2.05	\$0.65	\$4.37	\$8.12		
FLOAT	93 HP	0.24 HR		\$1.80	\$3.51	\$0.23	\$1.29	\$6.83		
DRILL	65 HP	0.21 HR		\$1.58	\$2.45	\$0.49	\$10.78	\$15.30		
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.45	\$0.10	\$3.02	\$3.95		
IRRIGATE (3X)		1.50 HR		\$11.25					\$11.25	
SUBTOTAL		2.81 HR		\$21.08	\$18.25	\$4.89	\$29.97	\$74.18		
OVERHEAD EXPENSES										
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				\$11.11					\$11.11	
SUBTOTAL		0.33 HR	\$0.42	\$17.36					\$36.00	\$53.78
TOTAL OPERATING EXPENSES		3.14 HR	\$54.17	\$38.44	\$18.25	\$4.89	\$65.97	\$181.72		

TABLE 8. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2018
Harvesting Dates: September 30 - June 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
PASTURE	\$12.00	6.00	AUMS					\$72.00
TOTAL								\$72.00
<hr/>								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
LIVESTOCK FAC & EQUIP ESTABLISHMENT: Principal		20	YEARS				\$3.00	\$3.00
: Interest							\$9.09	\$9.09
CANAL WATER		30	AC. IN.	\$5.00			\$3.90	\$3.90
							\$5.00	\$5.00
SUBTOTAL				\$5.00			\$15.98	\$20.98
<hr/>								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (5X)		2.50	HR		\$18.75			\$18.75
SUBTOTAL		2.50	HR		\$18.75			\$18.75
<hr/>								
OVERHEAD EXPENSES								
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				\$94.23				\$94.23
SUBTOTAL		0.00	HR	\$94.61	\$10.92		\$36.00	\$141.52
<hr/>								
TOTAL OPERATING EXPENSES		2.50	HR	\$99.61	\$29.67	\$0.00	\$0.00	\$51.98
NET OPERATING PROFIT								(\$109.26)
INTEREST ON OPERATING CAPITAL		(	\$2.50	@	5.50%	)		\$0.14
INTEREST ON EQUIPMENT INVESTMENT								\$0.00
RETURN TO LAND AND RISK								(\$109.39)

BUDGET SUMMARY			
GROSS RETURN		\$72.00	
VARIABLE OPERATING EXPENSES	\$99.61		
RETURN OVER VARIABLE EXPENSES		(\$27.61)	(GROSS MARGIN)
FIXED EXPENSES	\$51.98		
NET FARM INCOME		(\$79.59)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$29.67		
NET OPERATING PROFIT		(\$109.26)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$0.14		
RETURN TO LAND AND RISK		(\$109.39)	

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 2018
 Planting Dates: August 1 - September 30
 Harvesting Dates: July 1 - August 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
GRAIN	\$4.40	65.00 BUSHELS						\$286.00	
GRAZING	\$11.00	2.00 AUMS						\$22.00	
STRAW	\$2.00	50.00 BALE						\$100.00	
TOTAL							\$408.00		
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$0.44	80 LBS	\$35.20					\$35.20	
BALING WIRE	\$1.32	14 LBS	\$18.85					\$18.85	
CANAL WATER		24 ACRE IN.	\$5.00					\$5.00	
								\$0.00	
SUBTOTAL			\$59.05					\$59.05	
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
PLOW	93 HP	0.67 HR		\$5.03	\$9.79	\$3.42	\$10.51	\$28.75	
DISC (2X)	93 HP	0.28 HR		\$2.10	\$4.09	\$1.31	\$8.74	\$16.24	
FLOAT (2X)	93 HP	0.48 HR		\$3.60	\$7.02	\$0.46	\$2.58	\$13.65	
DRILL	65 HP	0.21 HR		\$1.58	\$2.45	\$0.49	\$10.78	\$15.30	
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.45	\$0.10	\$3.02	\$3.95	
IRRIGATE (4X)		2.00 HR		\$15.00				\$15.00	
SUBTOTAL	3.69 HR			\$27.68	\$23.80	\$5.78	\$35.63	\$92.88	
HARVEST OPERATIONS									
COMBINE (CUSTOM)			\$16.57					\$16.57	
HAUL (CUSTOM)			\$12.35					\$12.35	
BALER, 2-WIRE	65 HP	0.21 HR		\$1.58	\$2.45	\$0.30	\$1.56	\$5.89	
BALE WAGON	93 HP	0.20 HR		\$1.50	\$2.92	\$0.91	\$4.39	\$9.72	
SUBTOTAL	0.41 HR		\$28.92	\$3.08	\$5.37	\$1.21	\$5.95	\$44.53	
OVERHEAD EXPENSES									
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				\$31.61				\$31.61	
OTHER EXPENSES			\$94.23					\$94.23	
SUBTOTAL	0.53 HR		\$94.85	\$41.08				\$36.00	\$171.93
TOTAL OPERATING EXPENSES	4.63 HR		\$182.82	\$71.83	\$29.17	\$6.99	\$77.58	\$368.39	
NET OPERATING PROFIT								\$39.61	
INTEREST ON OPERATING CAPITAL		(\$39.88 @ 5.50%)						\$2.19	
INTEREST ON EQUIPMENT INVESTMENT								\$18.38	
RETURN TO LAND AND RISK								\$19.03	
BUDGET SUMMARY									
GROSS RETURN			\$408.00						
VARIABLE OPERATING EXPENSES	\$218.98								
RETURN OVER VARIABLE EXPENSES		\$189.02	(GROSS MARGIN)						
FIXED EXPENSES	\$77.58								
NET FARM INCOME		\$111.44	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$71.83								
NET OPERATING PROFIT		\$39.61	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$20.57								
RETURN TO LAND AND RISK		\$19.03							

TABLE 10. Sweet corn, flood-irrigated, budgeted per acre costs and returns for a 300 acre farm with above average management, Cibola County, Projected 2018
 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	\$56.00	13 LBS	\$700.00		\$700.00
NITROGEN (N)	\$0.31	120 LBS	\$37.20		\$37.20
PHOSPHATE (P2O5)	\$0.24	45 LBS	\$10.80		\$10.80
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			\$798.64		\$798.64

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	93 HP	0.14 HR		\$1.05	\$2.05	\$0.65	\$4.37	\$8.12
PLOW	93 HP	0.67 HR		\$5.03	\$9.79	\$3.42	\$10.51	\$28.75
SPRAY	65 HP	0.15 HR		\$1.13	\$1.75	\$0.29	\$8.92	\$12.08
FERT SPREADER	93 HP	0.05 HR		\$0.38	\$0.73	\$0.09	\$1.72	\$2.92
DISC	93 HP	0.14 HR		\$1.05	\$2.05	\$0.65	\$4.37	\$8.12
FLOAT	93 HP	0.24 HR		\$1.80	\$3.51	\$0.23	\$1.29	\$6.83
LISTER	65 HP	0.18 HR		\$1.35	\$2.10	\$0.59	\$29.65	\$33.69
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	\$3.50	\$0.59	\$17.83	\$24.17
CULTIVATOR (2X)	65 HP	0.42 HR		\$3.15	\$4.90	\$3.15	\$92.05	\$103.25
IRRIGATE (4X)		2.00 HR		\$15.00				\$15.00
SUBTOTAL		10.04 HR		\$75.30	\$30.37	\$9.66	\$170.71	\$286.05

HARVEST OPERATIONS								
HAND PICK		25.00 HR		\$187.50				\$187.50
HAUL	3/4 TON	6.25 HR		\$46.88	\$94.50	\$5.50	\$580.43	\$727.31
SUBTOTAL		31.25 HR		\$234.38	\$94.50	\$5.50	\$580.43	\$914.81

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			\$94.23					\$94.23
SUBTOTAL		3.26 HR		\$100.42	\$187.49		\$36.00	\$323.91

TOTAL OPERATING EXPENSES		13.30 HR		\$899.06	\$497.16	\$124.87	\$15.16	\$787.15	\$2,323.41
NET OPERATING PROFIT									(\$923.41)
INTEREST ON OPERATING CAPITAL	(	\$417.66	@	5.50%	)				\$22.97
INTEREST ON EQUIPMENT INVESTMENT									\$219.96
RETURN TO LAND AND RISK									(\$1,166.34)

BUDGET SUMMARY		
GROSS RETURN		\$1,400.00
VARIABLE OPERATING EXPENSES	\$1,039.10	
RETURN OVER VARIABLE EXPENSES	\$360.90	(GROSS MARGIN)
FIXED EXPENSES	\$787.15	
NET FARM INCOME	(\$426.25)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$497.16	
NET OPERATING PROFIT	(\$923.41)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$242.93	
RETURN TO LAND AND RISK	(\$1,166.34)	

TABLE 11. Summary of per acre costs and returns, 300 acre farm with above average management, Cibola County, Projected 2018

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PERMANENT PASTURE ESTABLISHMENT	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	\$150.00	\$185.00		\$12.00	\$4.40	\$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	\$525.00	\$750.00		\$72.00	\$408.00	\$1,400.00
CASH OPERATING EXPENSES						
SEED	\$105.80		\$48.75		\$35.20	\$700.00
FERTILIZER		\$9.60				\$48.00
CHEMICALS		\$1.50				\$45.64
CROP INSURANCE					\$0.00	
OTHER PURCHASED INPUTS		\$45.25			\$18.85	
CANAL WATER	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$26.80	\$21.60	\$18.25	\$0.00	\$29.17	\$124.87
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	\$94.75	\$94.95	\$0.42	\$94.61	\$94.85	\$100.42
TOTAL CASH EXPENSES	\$275.27	\$218.26	\$113.31	\$135.61	\$254.98	\$1,075.10
RETURN OVER CASH EXPENSES	\$249.73	\$531.74	(\$113.31)	(\$63.61)	\$153.02	\$324.90
FIXED EXPENSES	\$46.73	\$41.03	\$29.97	\$15.98	\$41.58	\$751.15
TOTAL EXPENSES	\$321.99	\$259.29	\$143.28	\$151.59	\$296.56	\$1,826.25
NET FARM INCOME	\$203.01	\$490.71	(\$143.28)	(\$79.59)	\$111.44	(\$426.25)
LABOR AND MANAGEMENT COSTS	\$56.12	\$101.69	\$38.44	\$29.67	\$71.83	\$497.16
NET OPERATING PROFIT	\$146.88	\$389.02	(\$181.72)	(\$109.26)	\$39.61	(\$923.41)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL	\$3.44	\$1.83		\$0.14	\$2.19	\$22.97
INTEREST ON EQUIPMENT INVESTMENT	\$20.81	\$23.00		\$0.00	\$18.38	\$219.96
TOTAL CAPITAL COSTS	\$24.25	\$24.83	\$0.00	\$0.14	\$20.57	\$242.93
RETURN TO LAND AND RISK	\$122.63	\$364.20	(\$181.72)	(\$109.39)	\$19.03	(\$1,166.34)