

TABLE 1. Acreage Summary, Otero County,

Projected 2018			
BUDGET AREA.....	DELL CITY AREA, OTERO COUNTY		
FARM SIZE.....	640 ACRES		
IRRIGATION TYPE.....	PIVOT/FLOOD		
NUMBER OF CROPS.....	5		
		WATER USE	
ACREAGE SUMMARY:	LAND USE (ACRES)	AC.IN. PER AC.	TOTAL AC.IN.
ALFALFA ESTABLISHMENT	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 WATER RIGHTS			2.82

* DOUBLE-CROPPED

TABLE 2. Basic cost information for Dell City area, Otero County,
Projected 2018

Item		
Labor Wage Rate:		
Equipment operators	\$/hour	\$8.55
General & Irrigators	\$/hour	\$7.50
Purchased Inputs:		
Fertilizer:		
Nitrogen (N)	\$/pound	\$0.31
Phosphate (P205)	\$/pound	\$0.24
Anhydrous Ammonia (NH3)	\$/ton	\$420.00
Seed:		
Alfalfa	\$/pound	\$4.00
Wheat	\$/pound	\$0.44
White Corn	\$/bag	\$185.00
Cotton	\$/pound	\$7.55
Diesel fuel	\$/gallon	\$2.70
Gasoline	\$/gallon	\$2.40
Electricity (Rio Grande Elec)	cents/KwHr	7.34
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	3.00%
Land Taxes	\$300.00 /acre (full value)	\$2.43
Personal Property Tax Rate	- NR - R	\$/ \$1,000 (Assessed Value) \$24.34 \$18.97
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 2018

Item			
Electricity (Domestic & Shop)		\$254.00 per month	\$3,048
Telephone		\$247.65 per month	\$2,972
Accounting & Legal			\$1,861
Misc. Supplies & Hand Tools			\$5,766
Pickup and Auto			
miles	65,405 @	\$0.50 per mile	\$32,703
Insurance			
- general liability (non-employee)			\$2,007
- fire/theft			\$1,588
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$6,010
Building repairs and maintenance			\$1,524
Dues, fees, publications			\$457
Farmstead Equipment			\$203
Total			\$58,137
Total per planted acre			\$95.31

TABLE 2 - Pumping units and their location within Owen County

UNIT NAME	ACRES	FEET	HP	TYPE	STATUS
ALPHA	50	100	100	100	100
BETA	50	100	100	100	100
GAMMA	50	100	100	100	100
DELTA	50	100	100	100	100
EPSILON	50	100	100	100	100
ZETA	50	100	100	100	100
ETA	50	100	100	100	100
THETA	50	100	100	100	100
IOTA	50	100	100	100	100
KAPPA	50	100	100	100	100
LAMDA	50	100	100	100	100
MU	50	100	100	100	100
NU	50	100	100	100	100
Xi	50	100	100	100	100
OMICRON	50	100	100	100	100
PHI	50	100	100	100	100
CHI	50	100	100	100	100
PSI	50	100	100	100	100
OMEGA	50	100	100	100	100

TABLE 3 - Equipment inventory for all units operated from within Owen County

UNIT	ITEM	QTY	UNIT COST	TOTAL COST	REMARKS
ALPHA	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	
BETA	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	

UNIT	ITEM	QTY	UNIT COST	TOTAL COST	REMARKS
GAMMA	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	

UNIT	ITEM	QTY	UNIT COST	TOTAL COST	REMARKS
DELTA	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	

UNIT	ITEM	QTY	UNIT COST	TOTAL COST	REMARKS
EPSILON	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	

UNIT	ITEM	QTY	UNIT COST	TOTAL COST	REMARKS
ZETA	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	

UNIT	ITEM	QTY	UNIT COST	TOTAL COST	REMARKS
ETA	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	

UNIT	ITEM	QTY	UNIT COST	TOTAL COST	REMARKS
THETA	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	

UNIT	ITEM	QTY	UNIT COST	TOTAL COST	REMARKS
IOTA	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	

UNIT	ITEM	QTY	UNIT COST	TOTAL COST	REMARKS
KAPPA	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	

UNIT	ITEM	QTY	UNIT COST	TOTAL COST	REMARKS
LAMDA	Generator	1	10000	10000	
	Engine	1	5000	5000	
	Motor	1	3000	3000	
	Control Panel	1	2000	2000	
	Transformer	1	1500	1500	
	Conduit	100	10	1000	
	Wire	1000	5	5000	
	Valves	10	100	1000	
	Flanges	100	10	1000	
	Tools	100	10	1000	

ANNUAL REPAIR COSTS AS A PERCENT OF NEW VALUE

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 2018
Planting dates: August 1 - September 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
PURCHASED INPUTS								
SEED	\$4.00	30 LBS	\$120.00					\$120.00
PUMP WATER*		6 AC. IN.						
SUBTOTAL			\$120.00					\$120.00
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03
CHISEL	155 HP	0.20 HR		\$1.71	\$4.84	\$1.37	\$5.18	\$13.10
PLOW	155 HP	0.48 HR		\$4.10	\$11.62	\$4.97	\$13.36	\$34.05
DISC (2X)	155 HP	0.28 HR		\$2.39	\$6.78	\$2.55	\$6.33	\$18.05
DRAG (2X)	155 HP	0.30 HR		\$2.57	\$7.26	\$1.62	\$5.99	\$17.44
DRILL	93 HP	0.12 HR		\$1.03	\$1.75	\$0.32	\$3.47	\$6.57
IRRIGATE (3X)		0.30 HR		\$2.25	\$15.20	\$0.00	\$2.06	\$19.50
SUBTOTAL		1.82 HR		\$15.25	\$50.84	\$12.11	\$39.56	\$117.75
OVERHEAD EXPENSES								
DOWNTIME		0.12 HR		\$0.98				\$0.98
EMPLOYEE BENEFITS				\$2.74				\$2.74
INSURANCE			\$0.30				\$0.30	
SUPERVISION AND MANAGEMENT				\$17.17				\$17.17
SUBTOTAL		0.12	\$0.30	\$20.90				\$21.20
TOTAL OPERATING EXPENSES		1.94 HR	\$120.30	\$36.15	\$50.84	\$12.11	\$39.56	\$258.96

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 2018
Harvesting dates: June 1 - October 10

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
ALFALFA HAY	\$185.00	6.50 TONS (STACKED)	\$1,202.50
GRAZING	\$15.00	1.00 ACRE	\$15.00
TOTAL			\$1,217.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
NITROGEN (N)	\$0.31	75 LBS	\$23.25		\$23.25
PHOSPHATE (P2O5)	\$0.24	200 LBS	\$48.00		\$48.00
INSECTICIDE	\$16.03	2 X/ACRE	\$32.05		\$32.05
ESTABLISHMENT: Principal		5 YEARS		\$51.79	\$51.79
: Interest				\$7.50	\$7.50
BALING TWINE	\$1.32	56 LBS	\$0.74		\$0.74
PUMP WATER*		40 AC. IN.			
SUBTOTAL			\$104.04	\$59.29	\$163.33

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DRAG	93 HP	0.15 HR		\$1.28	\$2.19	\$0.14	\$0.27	\$3.89
IRRIGATE (11X)		1.10 HR		\$8.25	\$101.31	\$0.00	\$13.71	\$123.27
SUBTOTAL		1.25 HR		\$9.53	\$103.50	\$0.14	\$13.98	\$127.16

HARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER (5X)	16 FT	0.55 HR		\$4.70	\$5.56	\$0.80	\$13.98	\$25.04
BALER (5X)	93 HP	0.85 HR		\$7.27	\$12.42	\$0.99	\$3.14	\$23.82
LOAD (5X)	93 HP	1.00 HR		\$8.55	\$14.62	\$24.76	\$9.89	\$57.81
SUBTOTAL		2.40 HR		\$20.52	\$32.60	\$26.55	\$27.01	\$106.67

OVERHEAD EXPENSES								
		ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		0.60 HR		\$5.13				\$5.13
EMPLOYEE BENEFITS				\$5.41				\$5.41
INSURANCE			\$0.60					\$0.60
LAND TAXES							\$2.43	\$2.43
SUPERVISION AND MANAGEMENT				\$87.53				\$87.53
OTHER EXPENSES			\$95.31					\$95.31
SUBTOTAL		0.60 HR	\$95.91	\$98.06			\$2.43	\$196.41

TOTAL OPERATING EXPENSES 4.25 HR \$199.94 \$128.12 \$136.10 \$26.69 \$102.71 \$593.56

NET OPERATING PROFIT \$623.94

INTEREST ON OPERATING CAPITAL (\$82.86 @ 5.50%) \$4.56
INTEREST ON EQUIPMENT INVESTMENT \$18.50

RETURN TO LAND AND RISK \$600.88

* Pump water costs are shown under irrigation in the preharvest operations section.
BUDGET SUMMARY

GROSS RETURN		\$1,217.50	
VARIABLE OPERATING EXPENSES	\$362.73		
RETURN OVER VARIABLE EXPENSES		\$854.77	(GROSS MARGIN)
FIXED EXPENSES	\$102.71		
NET FARM INCOME		\$752.05	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$128.12		
NET OPERATING PROFIT		\$623.94	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$23.06		
RETURN TO LAND AND RISK		\$600.88	

TABLE 8. Wheat, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Dell City area,
 Projected 2018
 Planting dates: August 15 - September 15
 Harvesting dates: July 15 - July 15

ITEM	PRICE	YIELD	BASE					TOTAL	
GROSS RETURNS									
WHEAT	\$7.33	35.00 CWT						\$256.67	
DIRECT PAYMENT	\$0.00	35.00 CWT	0.85					\$0.00	
COUNTER CYCLICAL PAYMENT	\$0.00							\$0.00	
GRAZING	\$25.00	1.00 ACRE						\$25.00	
TOTAL								\$281.67	
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
SEED	\$0.44	150 LBS	\$66.00					\$66.00	
ANHYDROUS (NH3)	\$0.21	125 LBS	\$26.25					\$26.25	
LIVESTOCK FAC & EQUIP							\$5.00	\$5.00	
PUMP WATER*		25 AC. IN.						\$0.00	
CROP INSURANCE	\$0.29		\$0.29					\$0.29	
SUBTOTAL			\$92.54				\$5.00	\$97.54	
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03	
ANHYDROUS APPL	155 HP	0.20 HR	\$7.00	\$1.71	\$4.84	\$1.08	\$3.88	\$18.50	
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03	
DRILL	93 HP	0.12 HR		\$1.03	\$1.75	\$0.32	\$3.47	\$6.57	
IRRIGATE (5X)		2.50 HR		\$18.75	\$63.32	\$0.00	\$3.97	\$86.04	
SUBTOTAL		3.10 HR	\$7.00	\$23.88	\$76.69	\$3.95	\$17.65	\$129.17	
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							\$2.43	\$2.43	
SUPERVISION AND MANAGEMENT				\$22.52				\$22.52	
OTHER EXPENSES			\$95.31					\$95.31	
SUBTOTAL		0.15 HR	\$95.78	\$28.10			\$2.43	\$126.32	
TOTAL OPERATING EXPENSES		3.25 HR	\$221.33	\$51.98	\$76.69	\$3.95	\$25.09	\$379.03	
NET OPERATING PROFIT								(\$97.37)	
INTEREST ON OPERATING CAPITAL		(\$66.43 @ 5.50%)						\$3.65	
INTEREST ON EQUIPMENT INVESTMENT								\$6.15	
RETURN TO LAND AND RISK								(\$107.17)	

* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$281.67	
VARIABLE OPERATING EXPENSES	\$301.97		
RETURN OVER VARIABLE EXPENSES		(\$20.30)	(GROSS MARGIN)
FIXED EXPENSES	\$25.09		
NET FARM INCOME		(\$45.39)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$51.98		
NET OPERATING PROFIT		(\$97.37)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$9.80		
RETURN TO LAND AND RISK		(\$107.17)	

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 2018
 Planting dates: April 15 - May 15
 Harvesting dates: October 1 - November 15

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
CORN	\$6.61	70.00 CWT	\$462.50
GRAZING	\$20.00	1.00 ACRE	\$20.00
TOTAL			\$482.50

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.85	25 000	\$46.25		\$46.25
NITROGEN (N)	\$0.31	30 LBS	\$9.30		\$9.30
PHOSPHATE (P2O5)	\$0.24	70 LBS	\$16.80		\$16.80
TRACE ELEMENTS	\$0.15	65 LBS	\$9.75		\$9.75
ANHYDROUS (NH3)	\$0.21	175 LBS	\$36.75		\$36.75
INSECTICIDE (CUSTOM)	\$16.03	3 ACRE	\$48.08		\$48.08
HERBICIDE	\$9.45	1 ACRE	\$9.45		\$9.45
LIVESTOCK FAC & EQUIP				\$5.00	\$5.00
PUMP WATER*		48 AC. IN.			\$0.00
SUBTOTAL			\$176.37	\$5.00	\$181.37

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03
CHISEL	155 HP	0.20 HR		\$1.71	\$4.84	\$1.37	\$5.18	\$13.10
ANHYDROUS APPL	155 HP	0.20 HR	\$7.00	\$1.71	\$4.84	\$1.08	\$3.88	\$18.50
DISC & SPRAY	155 HP	0.19 HR		\$1.62	\$4.60	\$1.87	\$7.11	\$15.20
LISTER	155 HP	0.12 HR		\$1.03	\$2.91	\$0.88	\$3.74	\$8.56
PLANTER	93 HP	0.17 HR		\$1.45	\$2.48	\$0.51	\$5.73	\$10.18
ROLLING CULT (3X)	93 HP	0.39 HR		\$3.33	\$5.70	\$1.82	\$2.72	\$13.58
IRRIGATE (8X)		4.00 HR		\$30.00	\$121.57	\$0.00	\$7.62	\$159.20
SUBTOTAL		5.41 HR	\$7.00	\$42.06	\$150.33	\$8.80	\$39.14	\$247.34

HARVEST OPERATIONS								
COMBINE (CUSTOM)			\$23.25					\$23.25
HAUL (CUSTOM)			\$14.00					\$14.00
SUBTOTAL			\$37.25	\$0.00	\$0.00	\$0.00	\$0.00	\$37.25

OVERHEAD EXPENSES								
DOWNTIME		0.27 HR		\$2.33				\$2.33
EMPLOYEE BENEFITS				\$7.57				\$7.57
INSURANCE			\$0.84					\$0.84
LAND TAXES						\$2.43		\$2.43
SUPERVISION AND MANAGEMENT				\$39.89				\$39.89
OTHER EXPENSES			\$95.31					\$95.31
SUBTOTAL		0.27 HR	\$96.15	\$49.79		\$2.43		\$148.37

TOTAL OPERATING EXPENSES 5.68 HR \$316.77 \$91.85 \$150.33 \$8.80 \$46.58 \$614.33

NET OPERATING PROFIT (\$131.83)

INTEREST ON OPERATING CAPITAL (\$127.97 @ 5.50%) \$7.04
 INTEREST ON EQUIPMENT INVESTMENT \$13.48

RETURN TO LAND AND RISK (\$152.35)

* Pump water costs are shown under irrigation in the preharvest operations section.

BUDGET SUMMARY

GROSS RETURN		\$482.50	
VARIABLE OPERATING EXPENSES	\$475.91		
RETURN OVER VARIABLE EXPENSES		\$6.59	(GROSS MARGIN)
FIXED EXPENSES	\$46.58		
NET FARM INCOME		(\$39.99)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$91.85		
NET OPERATING PROFIT		(\$131.83)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$20.52		
RETURN TO LAND AND RISK		(\$152.35)	

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 2018
 Planting dates: April 15 - May 15
 Harvesting dates: November 1 - January 15

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
COTTON LINT	\$0.73	1,000.00 LBS		\$730.00
COTTON SEED	\$0.10	1,600.00 LBS		\$156.00
DIRECT PAYMENT	\$0.0000	1,000.00 LBS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.1373	720.00 LBS	0.85	\$84.03
TOTAL				\$970.03

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$7.55	25 LBS	\$188.75		\$188.75
NITROGEN (N)	\$0.31	72 LBS	\$22.32		\$22.32
PHOSPHATE (P2O5)	\$0.24	184 LBS	\$44.16		\$44.16
HERBICIDE (CUSTOM)	\$19.93	1 X/ACRE	\$19.93		\$19.93
INSECTICIDE (CUSTOM)	\$18.91	1 X/ACRE	\$18.91		\$18.91
CROP INSURANCE	\$0.59	FCIC	\$0.59		\$0.59
PUMP WATER*		30 AC. IN.			
SUBTOTAL			\$294.66		\$294.66

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03
PLOW	155 HP	0.48 HR		\$4.10	\$11.62	\$4.97	\$13.36	\$34.05
DISC (2X)	155 HP	0.28 HR		\$2.39	\$6.78	\$2.55	\$6.33	\$18.05
FLOAT (2X)	93 HP	0.32 HR		\$2.74	\$4.68	\$0.31	\$1.14	\$8.86
LISTER	155 HP	0.12 HR		\$1.03	\$2.91	\$0.88	\$3.74	\$8.56
PLANTER	155 HP	0.17 HR		\$1.45	\$4.12	\$1.26	\$8.82	\$15.65
ROLLING CULT. (4X)	93 HP	0.52 HR		\$4.45	\$7.60	\$2.43	\$3.63	\$18.10
HAND HOE (CUSTOM)			\$25.00					\$25.00
IRRIGATE (6X)		3.00 HR		\$22.50	\$75.98	\$0.00	\$4.77	\$103.25
SUBTOTAL		5.03 HR	\$25.00	\$39.86	\$117.07	\$13.67	\$44.95	\$240.54

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
COTTON STRIPPER	93 HP	0.62 HR		\$5.30	\$9.06	\$3.49	\$49.70	\$67.55
HAUL	93 HP	1.00 HR		\$8.55	\$14.62	\$0.99	\$7.34	\$31.50
GIN COTTON (CUSTOM)			\$204.40					\$204.40
SUBTOTAL		1.62 HR	\$204.40	\$13.85	\$23.68	\$4.48	\$57.04	\$303.45

POST HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SHREDDER	93 HP	0.29 HR		\$2.48	\$4.24	\$0.33	\$2.44	\$9.49

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		0.91 HR		\$7.74				\$7.74
EMPLOYEE BENEFITS				\$9.67				\$9.67
INSURANCE			\$1.07					\$1.07
LAND TAXES							\$2.43	\$2.43
SUPERVISION AND MANAGEMENT				\$73.99				\$73.99
OTHER EXPENSES			\$95.31					\$95.31
SUBTOTAL		0.91 HR	\$96.38	\$91.39			\$2.43	\$190.21

TOTAL OPERATING EXPENSES		7.85 HR	\$620.44	\$147.58	\$144.98	\$18.48	\$106.86	\$1,038.35
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NET OPERATING PROFIT								(\$68.32)
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INTEREST ON OPERATING CAPITAL		(\$182.36	@	5.50%)		\$10.03
INTEREST ON EQUIPMENT INVESTMENT								\$37.57

RETURN TO LAND AND RISK								(\$115.91)
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* Pump water costs are shown under irrigation in the preharvest operations section.
 BUDGET SUMMARY

GROSS RETURN		\$970.03	
VARIABLE OPERATING EXPENSES	\$783.90		
RETURN OVER VARIABLE EXPENSES	\$186.12	(GROSS MARGIN)	
FIXED EXPENSES	\$106.86		
NET FARM INCOME	\$79.26	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$147.58		
NET OPERATING PROFIT	(\$68.32)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$47.60		
RETURN TO LAND AND RISK	(\$115.91)		

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 2018
 Planting dates: May 1 - June 15
 Harvesting dates: October 15 - November 15

ITEM	PRICE	YIELD	BASE	TOTAL
GROSS RETURNS				
GRAIN SORGHUM	\$6.08	50.00 CWT		\$303.93
DIRECT PAYMENT	\$0.00	50.00 CWT	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT		\$0.00
GRAZING	\$10.00	1 ACRE		\$10.00
TOTAL				\$313.93

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.04	12 LBS	\$12.48		\$12.48
ANHYDROUS (NH3)	\$0.21	150 LBS	\$31.50		\$31.50
NITROGEN (N)	\$0.31	18 LBS	\$5.58		\$5.58
PHOSPHATE (P2O5)	\$0.24	46 LBS	\$11.04		\$11.04
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			\$87.03	\$5.00	\$93.99

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	155 HP	0.14 HR		\$1.20	\$3.39	\$1.27	\$3.17	\$9.03
CHISEL	155 HP	0.20 HR		\$1.71	\$4.84	\$1.37	\$5.18	\$13.10
ANHYDROUS APPL	155 HP	0.20 HR	\$7.00	\$1.71	\$4.84	\$1.08	\$3.88	\$18.50
DISC & SPRAY	155 HP	0.19 HR		\$1.62	\$4.60	\$1.87	\$7.11	\$15.20
LISTER	155 HP	0.12 HR		\$1.03	\$2.91	\$0.88	\$3.74	\$8.56
PLANTER	155 HP	0.17 HR		\$1.45	\$4.12	\$1.26	\$8.82	\$15.65
ROLLING CULT (3X)	93 HP	0.39 HR		\$3.33	\$5.70	\$1.82	\$2.72	\$13.58
IRRIGATE (6X)		3.00 HR		\$25.65	\$91.18	\$0.00	\$5.72	\$122.55
SUBTOTAL		4.41 HR	\$7.00	\$37.71	\$121.57	\$9.56	\$40.33	\$216.16

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
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

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		1.10 HR		\$9.43				\$9.43
EMPLOYEE BENEFITS				\$6.79				\$6.79
INSURANCE			\$0.75					\$0.75
LAND TAXES							\$2.43	\$2.43
SUPERVISION AND MANAGEMENT				\$24.18				\$24.18
OTHER EXPENSES			\$95.31					\$95.31
SUBTOTAL		1.10 HR	\$96.06	\$40.39			\$2.43	\$138.89

TOTAL OPERATING EXPENSES 5.51 HR \$205.09 \$78.10 \$121.57 \$9.56 \$47.76 \$464.05

NET OPERATING PROFIT (\$150.12)

INTEREST ON OPERATING CAPITAL (\$ 79.78 @ 5.50%) \$4.39
 INTEREST ON EQUIPMENT INVESTMENT \$14.08

RETURN TO LAND AND RISK (\$168.59)

BUDGET SUMMARY

GROSS RETURN		\$313.93	
VARIABLE OPERATING EXPENSES	\$336.23		
RETURN OVER VARIABLE EXPENSES		(\$22.30)	(GROSS MARGIN)
FIXED EXPENSES	\$47.76		
NET FARM INCOME		(\$70.06)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$78.10		
NET OPERATING PROFIT		(\$148.16)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$18.47		
RETURN TO LAND AND RISK		(\$166.62)	

TABLE 12. Summary of per acre costs and returns for a 640 acre farm with above average management, Dell City area, Otero County, Projected 2018

	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		\$185.00	\$7.33	\$26.61	\$0.73	\$6.08
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$0.00	\$84.03	\$0.00
SECOND INCOME		\$15.00	\$25.00	\$20.00	\$156.00	\$10.00
GROSS RETURN		\$1,217.50	\$281.67	\$482.50	\$970.03	\$313.93
CASH OPERATING EXPENSES						
SEED	\$120.00		\$66.00	\$46.25	\$188.75	\$12.48
FERTILIZER		\$103.30	\$26.25	\$72.60	\$22.32	\$48.12
CHEMICALS				\$57.52	\$38.84	\$26.43
CROP INSURANCE			\$0.29		\$0.59	\$1.96
OTHER PURCHASED INPUTS		\$0.74			\$44.16	
CANAL WATER						
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$35.65	\$34.79	\$13.37	\$28.76	\$69.00	\$30.39
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			\$33.00	\$44.25	\$229.40	\$22.00
LAND TAXES		\$2.43	\$2.43	\$2.43	\$2.43	\$2.43
OTHER EXPENSES	\$0.30	\$95.91	\$95.78	\$96.15	\$96.38	\$96.06
TOTAL CASH EXPENSES	\$183.25	\$365.17	\$304.40	\$478.34	\$786.34	\$340.62
RETURN OVER CASH EXPENSES	(\$183.25)	\$852.33	(\$22.74)	\$4.16	\$183.69	(\$26.69)
FIXED EXPENSES	\$39.56	\$100.28	\$22.65	\$44.14	\$104.43	\$45.33
TOTAL EXPENSES	\$222.81	\$465.45	\$327.05	\$522.49	\$890.77	\$385.95
NET FARM INCOME	(\$222.81)	\$752.05	(\$45.39)	(\$39.99)	\$79.26	(\$72.02)
LABOR AND MANAGEMENT COSTS	\$36.15	\$128.12	\$51.98	\$91.85	\$147.58	\$78.10
NET OPERATING PROFIT	(\$258.96)	\$623.94	(\$97.37)	(\$131.83)	(\$68.32)	(\$150.12)
CAPITAL COSTS						
INTEREST ON OPERATING CAPITAL		\$4.56	\$3.65	\$7.04	\$10.03	\$4.39
INTEREST ON EQUIPMENT INVESTMENT		\$18.50	\$6.15	\$13.48	\$37.57	\$14.08
TOTAL CAPITAL COSTS	\$0.00	\$23.06	\$9.80	\$20.52	\$47.60	\$18.47
RETURN TO LAND AND RISK	(\$258.96)	\$600.88	(\$107.17)	(\$152.35)	(\$115.91)	(\$168.59)

TABLE 13. Whole farm summary, Dell City area, Otero County,
Projected 2018

GROSS RETURNS		
ALFALFA HAY	280.00 ACRES	
CROP		\$340,900
WHEAT	170.00 ACRES	
CROP		\$43,633
GRAZING		\$4,250
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
WHITE CORN	50.00 ACRES	
CROP		\$23,125
GRAZING		\$1,000
COTTON	84.50 ACRES	
LINT		\$61,685
SEED		\$13,182
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$7,100
GRAIN SORGHUM	25.50 ACRES	
CROP		\$7,750
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
GRAZING		\$255
GROSS RETURN		<u>\$502,881</u>
CASH OPERATING EXPENSES		
SEED		\$36,400
FERTILIZER		\$40,130
CHEMICALS		\$6,832
CROP INSURANCE		\$266
OTHER PURCHASED INPUTS		\$3,937
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$22,019
FUEL-IRRIGATION		\$54,791
REPAIRS		\$11,056
CUSTOM CHARGES		\$27,768
LAND TAXES		\$1,485
OTHER EXPENSES		\$58,555
TOTAL CASH EXPENSES		<u>\$263,238</u>
RETURN OVER CASH EXPENSES		\$239,643
FIXED EXPENSES		\$31,791
TOTAL EXPENSES		\$295,029
NET FARM INCOME		\$207,852
LABOR AND MANAGEMENT COSTS		\$65,751
NET OPERATING PROFIT		\$142,101
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$3,208
INTEREST ON EQUIPMENT INVESTMENT		\$10,433
TOTAL CAPITAL COSTS		<u>\$13,642</u>
RETURN TO LAND AND RISK		<u>\$128,459</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$500 /ACRE	\$118,859	27.32%
\$750 /ACRE	\$114,059	20.89%
\$1,000 /ACRE	\$109,259	16.91%
\$1,250 /ACRE	\$104,459	14.21%
\$1,500 /ACRE	\$99,659	12.25%

* 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)