

TABLE 1. Acreage Summary, Dona Ana & Sierra Counties,
Actual 2014

BUDGET AREA.....DONA ANA AND SIERRA COUNTIES			
FARM SIZE.....500 ACRES			
IRRIGATION TYPE.....FLOOD			
NUMBER OF CROPS.....12.....			
ACREAGE SUMMARY:	LAND USE (ACRES)	WATER USE	
		AC. IN. PER ACRE	TOTAL AC. IN.
ALFALFA ESTABLISHMENT *	40.00	12	480
ALFALFA	160.00	60	9,600
PIMA COTTON	17.00	33	561
ARP	0.00		
FLEX IN UPLAND COTTON	3.00	33	99
UPLAND COTTON	119.00	33	3,927
ARP	0.00		
FLEX IN PIMA COTTON	21.00	33	693
GRAIN SORGHUM	17.00	24	408
ARP	0.00		
FLEX IN UPLAND COTTON	3.00	33	99
SPRING LETTUCE	10.00	30	300
FALL LETTUCE *	50.00	40	2,000
WHEAT	17.00	36	612
ARP	0.00		
FLEX IN UPLAND COTTON	3.00	33	99
FALL ONIONS	20.00	56	1,120
MIDSEASON YELLOW ONIONS	20.00	48	960
SWEET SPANISH ONIONS	20.00	56	1,120
GREEN CHILE	15.00	55	825
RED CHILE	15.00	60	900
ROADS, DITCHES, HOMESTEAD	40.00		
TOTAL	500.00		23,803
ACRE FEET PER ACRE OF WATER RIGHTS			3.97

* DOUBLE-CROPPED

TABLE 2. Basic cost information for Dona Ana and Sierra Counties,
Actual 2014

Item			
Labor Wage Rate:			
Equipment operators		\$/hour	\$7.50
General & Irrigators		\$/hour	\$7.50
Purchased Inputs:			
Nitrogen (N)		\$/pound	\$0.50
Phosphate (P205)		\$/pound	\$0.40
Canal water		\$/acre	\$75.00
Additional Water (over 2 acft)		\$/ac ft	\$16.00
Baling Wire		\$/lb	\$1.32
Energy:			
Butane		\$/MCF	\$2.80
Diesel fuel		\$/gallon	\$3.83
Gasoline		\$/gallon	\$2.55
Electricity (El Paso Elec)		cents/KwHr	0.00
Natural gas (Rio Grande)		\$/MCF	\$4.11
Employee Liability Insurance			
Employee Benefits		\$/1,000 wages	20.00
Labor Downtime		percent/wages	18.00%
		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			
		\$900.00 /acre (full value)	\$9.44
Personal Property Tax Rate			
	- NR	\$/1,000 (Assessed Value)	\$31.45
	- R		\$28.23
Supervision Factors			
Field Crop-Irrigation		\$/labor hour	\$1.00
Field Crop-Equipment & General		\$/labor hour	\$0.50
Vegetable Crop-Irrigation		\$/labor hour	\$2.90
Vegetable Crop-Equip. & General		\$/labor hour	\$1.00
Management Rate			
Field Crops		percent/GR	7.00%
Vegetable Crops		percent/TOE	10.00%

TABLE 3. Overhead cost information for Dona Ana and Sierra Counties,
Actual 2014

Item			
Electricity (Domestic & Shop)		\$290.40 per month	\$3,485
Telephone		\$211.75 per month	\$2,541
Accounting & Legal			\$3,200
Misc. Supplies & Hand Tools			\$4,090
Pickup and Auto			
miles	24,200	@ \$0.500 per mile	\$12,100
Insurance			
- general liability (non-employee)			\$1,803
- fire/theft			\$2,716
Property Taxes			
- non-planted land			\$0
- other than land & machinery			\$0
Fixed Costs - Pump			\$3,915
Building repairs and maintenance			\$1,367
Dues, fees, publications			\$411
Farmstead Equipment			\$175
Total			\$35,805
Total Per Planted Acre			\$81.61

Year	Country	Value
1970	China	132.6
1971	China	134.8
1972	China	137.1
1973	China	139.5
1974	China	142.0
1975	China	144.6
1976	China	147.3
1977	China	150.1
1978	China	153.0
1979	China	156.0
1980	China	159.2
1981	China	162.6
1982	China	166.2
1983	China	170.0
1984	China	174.0
1985	China	178.2
1986	China	182.7
1987	China	187.4
1988	China	192.4
1989	China	197.6
1990	China	203.1
1991	China	208.8
1992	China	214.7
1993	China	220.9
1994	China	227.3
1995	China	234.1
1996	China	241.2
1997	China	248.7
1998	China	256.5
1999	China	264.8
2000	China	273.5
2001	China	282.8
2002	China	292.5
2003	China	302.8
2004	China	313.6
2005	China	325.0
2006	China	337.0
2007	China	349.6
2008	China	362.8
2009	China	376.6
2010	China	391.1
2011	China	406.2
2012	China	422.0
2013	China	438.4
2014	China	455.5
2015	China	473.2
2016	China	491.7
2017	China	510.9
2018	China	530.8
2019	China	551.5
2020	China	573.0
2021	China	595.4
2022	China	618.8
2023	China	643.2
2024	China	668.7
2025	China	695.3
2026	China	723.1
2027	China	752.1
2028	China	782.4
2029	China	814.0
2030	China	846.9
2031	China	881.2
2032	China	916.9
2033	China	954.1
2034	China	992.7
2035	China	1032.8
2036	China	1074.5
2037	China	1117.8
2038	China	1162.8
2039	China	1209.5
2040	China	1257.9
2041	China	1308.1
2042	China	1359.1
2043	China	1411.9
2044	China	1466.6
2045	China	1523.2
2046	China	1581.8
2047	China	1642.5
2048	China	1705.4
2049	China	1770.6
2050	China	1838.2

Category	Item	Quantity	Unit Price	Total
Material	1. Cement	1000	1.50	1500.00
	2. Sand	2000	0.50	1000.00
	3. Gravel	1500	0.80	1200.00
	4. Steel reinforcement	500	3.00	1500.00
Labor	1. Masonry	100	10.00	1000.00
	2. Carpenter	50	8.00	400.00
	3. Electrician	20	12.00	240.00
	4. Painter	30	6.00	180.00
Equipment	1. Excavator	1	5000.00	5000.00
	2. Bulldozer	1	4000.00	4000.00
	3. Concrete pump	1	3000.00	3000.00
	4. Crane	1	2500.00	2500.00
Miscellaneous	1. Transport	100	2.00	200.00
	2. Insurance	50	4.00	200.00
	3. Office expenses	30	6.67	200.00
	4. Contingency	20	10.00	200.00
Total				

Category	Item	Quantity	Unit Price	Total
Material	1. Cement	1000	1.50	1500.00
	2. Sand	2000	0.50	1000.00
	3. Gravel	1500	0.80	1200.00
	4. Steel reinforcement	500	3.00	1500.00
Labor	1. Masonry	100	10.00	1000.00
	2. Carpenter	50	8.00	400.00
	3. Electrician	20	12.00	240.00
	4. Painter	30	6.00	180.00
Equipment	1. Excavator	1	5000.00	5000.00
	2. Bulldozer	1	4000.00	4000.00
	3. Concrete pump	1	3000.00	3000.00
	4. Crane	1	2500.00	2500.00
Miscellaneous	1. Transport	100	2.00	200.00
	2. Insurance	50	4.00	200.00
	3. Office expenses	30	6.67	200.00
	4. Contingency	20	10.00	200.00
Total				

Category	Item	Quantity	Unit Price	Total
Material	1. Cement	1000	1.50	1500.00
	2. Sand	2000	0.50	1000.00
	3. Gravel	1500	0.80	1200.00
	4. Steel reinforcement	500	3.00	1500.00
Labor	1. Masonry	100	10.00	1000.00
	2. Carpenter	50	8.00	400.00
	3. Electrician	20	12.00	240.00
	4. Painter	30	6.00	180.00
Equipment	1. Excavator	1	5000.00	5000.00
	2. Bulldozer	1	4000.00	4000.00
	3. Concrete pump	1	3000.00	3000.00
	4. Crane	1	2500.00	2500.00
Miscellaneous	1. Transport	100	2.00	200.00
	2. Insurance	50	4.00	200.00
	3. Office expenses	30	6.67	200.00
	4. Contingency	20	10.00	200.00
Total				

TABLE 6. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
Planting Dates: August 1 - October 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
PURCHASED INPUTS								
SEED	\$6.00	25.00 LBS	\$150.00					\$150.00
PHOSPHATE (P2O5)	\$0.40	90.00 LBS	\$36.00					\$36.00
HERBICIDE	\$26.84	1.00 X/ACRE	\$26.84					\$26.84
PUMP WATER*		6 AC. IN.						
CANAL WATER		6.00 AC. IN.						
SUBTOTAL			\$212.84					\$212.84
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.05	\$5.55	\$1.31	\$2.33	\$10.24
CHISEL	185 HP	0.20 HR		\$1.50	\$7.93	\$1.54	\$3.49	\$14.47
PLOW	185 HP	0.38 HR		\$2.85	\$15.08	\$4.55	\$7.54	\$30.02
DISC (2X)	185 HP	0.28 HR		\$2.10	\$11.11	\$2.63	\$4.65	\$20.49
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$6.74	\$1.78	\$3.50	\$13.29
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.48	\$0.10	\$1.94	\$2.90
DRILL	140 HP	0.21 HR		\$1.58	\$4.18	\$1.14	\$10.09	\$16.99
IRRIGATE (2X)		1.50 HR		\$11.25	\$0.05	\$0.00	\$8.19	\$19.49
SUBTOTAL		2.98 HR	\$73.33	\$22.35	\$52.13	\$13.26	\$42.20	\$203.27
OVERHEAD EXPENSES								
DOWNTIME		1.17 HR		\$8.79				\$8.79
EMPLOYEE BENEFITS				\$4.02				\$4.02
INSURANCE			\$0.45					\$0.45
SUPERVISION AND MANAGEMENT				\$31.37				\$31.37
SUBTOTAL		1.17 HR	\$0.45	\$44.18				\$44.63
TOTAL OPERATING EXPENSES		4.15 HR	\$286.62	\$66.53	\$52.13	\$13.26	\$42.20	\$460.75

TABLE 7. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
Harvest Dates: June 1 - October 1

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
ALFALFA HAY	\$245.00	7.00 TONS (STACKED)	\$1,715.00
TOTAL			\$1,715.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
NITROGEN (N)	\$0.50	35 LBS	\$17.50		\$17.50
PHOSPHATE (P2O5)	\$0.40	90 LBS	\$36.00		\$36.00
INSECTICIDE (CUSTOM)	\$14.40	1 X/ACRE	\$14.40		\$14.40
WIRE	\$1.32	60 LBS	\$79.19		\$79.19
ESTABLISHMENT: Principal		4 YEARS		\$115.19	\$115.19
: Interest				\$14.77	\$14.77
PUMP WATER*		0 AC. IN.			
CANAL WATER		60 AC. IN.	\$123.00		\$123.00
SUBTOTAL			\$270.09	\$129.96	\$400.05

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SPRAYER	140 HP	0.11 HR		\$0.83	\$2.19	\$0.60	\$1.46	\$5.08
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06
IRRIGATE (10X)		5.00 HR		\$37.50	\$0.00	\$0.00	\$0.00	\$37.50
SUBTOTAL		5.16 HR		\$38.70	\$3.19	\$0.81	\$1.93	\$44.64

HARVEST OPERATIONS								
SWATHER (5X)	14 FT	0.55 HR		\$4.13	\$7.89	\$0.80	\$25.00	\$37.81
BALER, PTO (5X)	140 HP	1.05 HR		\$7.88	\$20.92	\$4.73	\$12.49	\$46.02
BALELOADER (CUSTOM)	0		\$53.20					\$53.20
SUBTOTAL		1.60 HR	\$53.20	\$12.00	\$28.81	\$5.53	\$37.49	\$137.03

OVERHEAD EXPENSES								
DOWNTIME		0.43 HR		\$3.21				\$3.21
EMPLOYEE BENEFITS				\$9.13				\$9.13
INSURANCE			\$1.01					\$1.01
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$125.93				\$125.93
OTHER EXPENSES			\$81.61					\$81.61
SUBTOTAL		0.43 HR	\$82.62	\$138.26		\$9.44		\$230.32

TOTAL OPERATING EXPENSES		7.03 HR	\$405.91	\$188.96	\$32.00	\$6.34	\$178.82	\$812.03
NET OPERATING PROFIT								\$902.97
INTEREST ON OPERATING CAPITAL		(	\$138.91	@	5.50%	)		\$7.64
INTEREST ON EQUIPMENT INVESTMENT								\$18.27
RETURN TO LAND AND RISK								\$877.06

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

BUDGET SUMMARY

GROSS RETURN		\$1,715.00	
VARIABLE OPERATING EXPENSES	\$444.25		
RETURN OVER VARIABLE EXPENSES		\$1,270.75	(GROSS MARGIN)
FIXED EXPENSES	\$178.82		
NET FARM INCOME		\$1,091.93	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$188.96		
NET OPERATING PROFIT		\$902.97	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$25.91		
RETURN TO LAND AND RISK		\$877.06	

TABLE 8. Pima cotton, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
 Planting Dates: April 15 - April 30
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
LINT	\$1.15	750.00 LBS						\$862.50
SEED	\$0.09	1,200.00 LBS						\$108.00
DIRECT PAYMENT	\$0.00	750.00 LBS						\$0.00
TOTAL							\$970.50	
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$5.61	25 LBS	\$140.25					\$140.25
NITROGEN (N)	\$0.50	120 LBS	\$60.00					\$60.00
PHOSPHATE (P2O5)	\$0.40	50 LBS	\$20.00					\$20.00
HERBICIDE	\$33.37	1 X/ACRE	\$33.37					\$33.37
CROP INSURANCE	\$2.94		\$2.94					\$2.94
PUMP WATER*		0 AC. IN.						
CANAL WATER		33 AC. IN.	\$87.00					\$87.00
SUBTOTAL			\$343.56					\$343.56
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$5.55	\$1.31	\$2.33	\$10.24
CHISEL	140 HP	0.20 HR		\$1.50	\$7.93	\$1.54	\$3.49	\$14.47
PLOW	140 HP	0.38 HR		\$2.85	\$15.08	\$4.55	\$7.54	\$30.02
DISC	140 HP	0.14 HR		\$1.05	\$5.55	\$1.31	\$2.33	\$10.24
DISC & SPRAY	140 HP	0.15 HR		\$1.13	\$5.95	\$1.57	\$3.09	\$11.73
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06
LISTER	140 HP	0.18 HR		\$1.35	\$7.14	\$1.38	\$3.29	\$13.15
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.00	\$5.63
HARROW	40 HP	0.32 HR		\$2.40	\$3.05	\$0.35	\$0.42	\$6.22
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$2.00	\$0.75	\$0.53	\$4.85
PLANTER	140 HP	0.26 HR		\$1.95	\$5.18	\$1.56	\$6.34	\$15.03
HARROW	40 HP	0.32 HR		\$2.40	\$3.05	\$0.35	\$0.42	\$6.22
ROLLING CULT (3X)	140 HP	0.63 HR		\$4.73	\$12.55	\$4.30	\$6.82	\$28.40
ROTO BUCK (2X)	40 HP	0.03 HR		\$0.23	\$0.29	\$0.03	\$0.21	\$0.75
ROPEWICK	40 HP	0.10 HR		\$0.75	\$0.95	\$0.11	\$0.23	\$2.05
IRRIGATE (4X)		2.00 HR		\$15.00	\$0.00	\$0.00	\$0.00	\$15.00
SUBTOTAL		5.86 HR		\$43.95	\$75.29	\$19.32	\$37.51	\$176.07
HARVEST OPERATIONS								
COTTON PICKER (2X)	2-ROW	1.24 HR		\$9.30	\$28.72	\$8.87	\$38.73	\$85.62
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$7.50	\$0.00	\$0.81	\$28.88	\$37.19
GIN COTTON (CUSTOM)			\$116.03					\$116.03
SUBTOTAL		2.24 HR	\$116.03	\$16.80	\$28.72	\$9.68	\$67.61	\$238.83
POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.77	\$0.37	\$1.09	\$6.40
OVERHEAD EXPENSES								
DOWNTIME		1.41 HR		\$10.58				\$10.58
EMPLOYEE BENEFITS				\$7.91				\$7.91
INSURANCE			\$1.26					\$1.26
LAND TAXES							\$9.44	\$9.44
SUPERVISION AND MANAGEMENT				\$73.51				\$73.51
OTHER EXPENSES			\$81.61					\$81.61
SUBTOTAL		1.41 HR	\$82.87	\$91.99			\$9.44	\$184.29
TOTAL OPERATING EXPENSES		9.80 HR	\$542.45	\$154.92	\$106.78	\$29.37	\$115.64	\$949.16
NET OPERATING PROFIT							\$21.34	
INTEREST ON OPERATING CAPITAL		(	\$282.40	@	5.50%	)	\$15.53	
INTEREST ON EQUIPMENT INVESTMENT							\$36.49	
RETURN TO LAND AND RISK							(\$30.68)	

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

BUDGET SUMMARY

GROSS RETURN		\$970.50	
VARIABLE OPERATING EXPENSES	\$678.60		
RETURN OVER VARIABLE EXPENSES	\$291.90	(GROSS MARGIN)	
FIXED EXPENSES	\$115.64		
NET FARM INCOME	\$176.26	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$154.92		
NET OPERATING PROFIT	\$21.34	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$52.03		
RETURN TO LAND AND RISK		(\$30.68)	

TABLE 9. Upland cotton (picker), flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
 Planting Dates: April 15 - April 30
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD	BASE						TOTAL
GROSS RETURNS									
LINT	\$0.90	1,000 LBS							\$900.00
SEED	\$0.09	1,600 LBS							\$144.00
DIRECT PAYMENT	\$0.0000	1,000 LBS	0.85						\$0.00
COUNTER CYCLICAL PAYMENT	\$0.1373	1,230 LBS	0.85						\$143.55
TOTAL									\$1,187.55
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
SEED	\$7.55	25 LBS	\$188.75						\$188.75
NITROGEN (N)	\$0.50	120 LBS	\$60.00						\$60.00
PHOSPHATE (P2O5)	\$0.40	50 LBS	\$20.00						\$20.00
HERBICIDE	\$33.37	1 X/ACRE	\$33.37						\$33.37
INSECTICIDE	\$64.72	1 X/ACRE	\$64.72						\$64.72
CROP INSURANCE	\$0.34		\$0.34						\$0.34
PUMP WATER*		0 AC. IN.							
CANAL WATER		33 AC. IN.	\$87.00						\$87.00
SUBTOTAL			\$454.17						\$454.17
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$1.05	\$5.55	\$1.31	\$2.33	\$10.24	
CHISEL	140 HP	0.20 HR		\$1.50	\$7.93	\$1.54	\$3.49	\$14.47	
PLOW	140 HP	0.38 HR		\$2.85	\$15.08	\$4.55	\$7.54	\$30.02	
DISC	140 HP	0.14 HR		\$1.05	\$5.55	\$1.31	\$2.33	\$10.24	
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$6.74	\$1.78	\$3.50	\$13.29	
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06	
LISTER	140 HP	0.18 HR		\$1.35	\$7.14	\$1.38	\$3.29	\$13.15	
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.00	\$5.63	
HARROW	40 HP	0.32 HR		\$2.40	\$3.05	\$0.35	\$0.42	\$6.22	
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$2.00	\$0.75	\$0.53	\$4.85	
PLANTER	140 HP	0.26 HR		\$1.95	\$5.18	\$1.56	\$6.34	\$15.03	
HARROW	40 HP	0.32 HR		\$2.40	\$3.05	\$0.35	\$0.42	\$6.22	
ROLLING CULT (3X)	140 HP	0.63 HR		\$4.73	\$12.55	\$4.30	\$6.82	\$28.40	
ROTO BUCK (2X)	40 HP	0.03 HR		\$0.23	\$0.29	\$0.03	\$0.21	\$0.75	
ROPEWICK	40 HP	0.10 HR		\$0.75	\$0.95	\$0.11	\$0.23	\$2.05	
IRRIGATE (4X)		2.00 HR		\$15.00	\$0.00	\$0.00	\$0.00	\$15.00	
SUBTOTAL		5.88 HR		\$44.10	\$76.08	\$19.53	\$37.92	\$177.63	
HARVEST OPERATIONS									
COTTON PICKER (2X)	2-ROW	1.24 HR		\$9.30	\$28.72	\$8.87	\$38.73	\$85.62	
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$7.50	\$0.00	\$0.81	\$28.88	\$37.19	
GIN COTTON (CUSTOM)				\$128.30				\$128.30	
SUBTOTAL		2.24 HR		\$128.30	\$16.80	\$28.72	\$9.68	\$251.11	
POSTHARVEST OPERATIONS									
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.77	\$0.37	\$1.09	\$6.40	
OVERHEAD EXPENSES									
DOWNTIME		1.42 HR		\$10.61				\$10.61	
EMPLOYEE BENEFITS				\$11.35				\$11.35	
INSURANCE				\$1.26				\$1.26	
LAND TAXES							\$9.44	\$9.44	
SUPERVISION AND MANAGEMENT				\$88.71				\$88.71	
OTHER EXPENSES				\$81.61				\$81.61	
SUBTOTAL		1.42 HR		\$82.87	\$110.67		\$9.44	\$202.98	
TOTAL OPERATING EXPENSES		9.83 HR		\$665.34	\$173.75	\$107.57	\$29.58	\$1,092.29	
NET OPERATING PROFIT								\$95.25	
INTEREST ON OPERATING CAPITAL		\$265.67 @	5.50%	)				\$14.61	
INTEREST ON EQUIPMENT INVESTMENT								\$36.65	
RETURN TO LAND AND RISK								\$43.99	

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

GROSS RETURN		\$1,187.55	
VARIABLE OPERATING EXPENSES	\$802.49		
RETURN OVER VARIABLE EXPENSES		\$385.05	(GROSS MARGIN)
FIXED EXPENSES	\$116.05		
NET FARM INCOME		\$269.00	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$173.75		
NET OPERATING PROFIT		\$95.25	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$51.26		
RETURN TO LAND AND RISK		\$43.99	

TABLE 10. Grain sorghum (short season), flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
 Planting Dates: July 1 - July 15
 Harvest Dates: September 1 - October 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
GRAIN SORGHUM	\$7.06	40.00 CWT						\$282.57
DIRECT PAYMENT	\$0.00	40.00 CWT						\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT						\$0.00
TOTAL								\$282.57
PURCHASED INPUTS								
	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST				TOTAL
SEED	\$1.31	10 LBS	\$13.10					\$13.10
HERBICIDE	\$22.23	1 X/ACRE	\$22.23					\$22.23
INSECTICIDE	\$33.37	1 X/ACRE	\$33.37					\$33.37
PUMP WATER*		0 AC. IN.						
CANAL WATER		24 AC. IN.	\$75.00					\$75.00
CROP INSURANCE	\$2.94		\$2.94					\$2.94
SUBTOTAL			\$146.64					\$146.64
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.79	\$1.13	\$1.62	\$6.59
CHISEL	140 HP	0.20 HR		\$1.50	\$3.99	\$1.28	\$2.48	\$9.25
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.39	\$1.56	\$2.64	\$8.85
LISTER	140 HP	0.18 HR		\$1.35	\$3.59	\$1.14	\$2.38	\$8.45
PLANTER	140 HP	0.26 HR		\$1.95	\$5.18	\$1.56	\$6.34	\$15.03
ROTO BUCK (3X)	40 HP	0.05 HR		\$0.34	\$0.43	\$0.05	\$0.31	\$1.13
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$4.01	\$1.49	\$1.05	\$9.70
IRRIGATE (4X)		2.00 HR		\$15.00	\$0.00	\$0.00	\$0.00	\$15.00
SUBTOTAL		3.42 HR		\$25.61	\$23.37	\$8.21	\$16.82	\$74.01
HARVEST OPERATIONS								
COMBINE (CUSTOM)			\$9.60					\$9.60
HAUL (CUSTOM)			\$7.20					\$7.20
SUBTOTAL			0.00 HR	\$16.80	\$0.00	\$0.00	\$0.00	\$16.80
POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.77	\$0.37	\$1.09	\$6.40
OVERHEAD EXPENSES								
DOWNTIME		0.43 HR		\$3.20				\$3.20
EMPLOYEE BENEFITS				\$5.00				\$5.00
INSURANCE			\$0.56				\$0.56	
LAND TAXES							\$9.44	
SUPERVISION AND MANAGEMENT				\$18.30				\$18.30
OTHER EXPENSES			\$81.61				\$81.61	
SUBTOTAL			0.43 HR	\$82.16	\$26.50			\$9.44
TOTAL OPERATING EXPENSES			4.13 HR	\$245.61	\$54.28	\$26.13	\$8.58	\$27.34
NET OPERATING PROFIT								(\$79.37)
INTEREST ON OPERATING CAPITAL		(\$83.40 @	5.50%	)				\$4.59
INTEREST ON EQUIPMENT INVESTMENT								\$8.15
RETURN TO LAND AND RISK								(\$92.11)

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

BUDGET SUMMARY

GROSS RETURN		\$282.57	
VARIABLE OPERATING EXPENSES	\$280.32		
RETURN OVER VARIABLE EXPENSES		\$2.25	(GROSS MARGIN)
FIXED EXPENSES	\$27.34		
NET FARM INCOME		(\$25.09)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$54.28		
NET OPERATING PROFIT		(\$79.37)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$12.74		
RETURN TO LAND AND RISK		(\$92.11)	

TABLE 11. Spring lettuce, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
 Planting Dates: January 1 - February 1
 Harvest Dates: May 1 - May 31

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
SPRING LETTUCE	\$6.21	475 CARTONS						\$2,949.75	
TOTAL							\$2,949.75		
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$1.89	4 LBS	\$7.56					\$7.56	
NITROGEN (N)	\$0.50	250 LBS	\$125.00					\$125.00	
PHOSPHATE (P205)	\$0.40	175 LBS	\$70.00					\$70.00	
INSECTICIDE	\$37.03	3 X/ACRE	\$111.09					\$111.09	
PUMP WATER*		16 AC. IN.							
CANAL WATER		14 AC. IN.	\$75.00					\$75.00	
SUBTOTAL			\$388.65					\$388.65	
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$1.05	\$2.79	\$1.13	\$1.62	\$6.59	
CHISEL	140 HP	0.20 HR		\$1.50	\$3.99	\$1.28	\$2.48	\$9.25	
PLOW	140 HP	0.38 HR		\$2.85	\$7.57	\$4.06	\$5.62	\$20.10	
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.58	\$2.26	\$3.24	\$13.18	
LASER PLANE (CUSTOM)			\$73.33					\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06	
DISC	140 HP	0.14 HR		\$1.05	\$2.79	\$1.13	\$1.62	\$6.59	
LISTER	140 HP	0.18 HR		\$1.35	\$3.59	\$1.14	\$2.38	\$8.45	
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.02	\$0.00	\$2.43	\$8.07	
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$2.00	\$0.75	\$0.53	\$4.85	
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$5.18	\$1.32	\$4.54	\$12.99	
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.95	\$13.15	\$4.71	\$7.71	\$30.52	
ROLLING CULT (3X)	40 HP	0.21 HR		\$1.58	\$2.00	\$0.75	\$0.53	\$4.85	
THIN & HOE (CUSTOM)			\$120.00					\$120.00	
DUSTER (CUSTOM)			\$5.00					\$5.00	
ROTO BUCK (8X)	40 HP	0.12 HR		\$0.90	\$1.14	\$0.13	\$0.84	\$3.02	
IRRIGATE (8X)		4.00 HR		\$30.00	\$0.13	\$0.00	\$19.41	\$49.54	
SUBTOTAL		7.58 HR	\$198.33	\$56.85	\$50.93	\$18.87	\$53.39	\$378.37	
HARVEST OPERATIONS									
HARVEST (CUSTOM)			\$878.75					\$878.75	
CARTONS (CUSTOM)			\$403.75					\$403.75	
HAUL (CUSTOM)			\$142.50					\$142.50	
BROKERAGE (CUSTOM)			\$272.85					\$272.85	
SUBTOTAL		0.00 HR	\$1,697.85	\$0.00	\$0.00	\$0.00	\$0.00	\$1,697.85	
OVERHEAD EXPENSES									
DOWNTIME		0.71 HR		\$5.31				\$5.31	
EMPLOYEE BENEFITS				\$10.23				\$10.23	
INSURANCE			\$1.14					\$1.14	
LAND TAXES						\$9.44		\$9.44	
SUPERVISION AND MANAGEMENT				\$104.08				\$104.08	
OTHER EXPENSES			\$81.61					\$81.61	
SUBTOTAL		0.71 HR	\$82.75	\$119.62				\$9.44	\$211.80
TOTAL OPERATING EXPENSES		8.29 HR	\$2,367.58	\$176.47	\$50.93	\$18.87	\$62.82	\$2,676.67	
NET OPERATING PROFIT								\$273.08	
INTEREST ON OPERATING CAPITAL		(\$402.84 @	5.50%	)				\$22.16
INTEREST ON EQUIPMENT INVESTMENT								\$27.74	
RETURN TO LAND AND RISK								\$223.19	

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

BUDGET SUMMARY

GROSS RETURN		\$2,949.75	
VARIABLE OPERATING EXPENSES	\$2,437.37		
RETURN OVER VARIABLE EXPENSES		\$512.38	(GROSS MARGIN)
FIXED EXPENSES	\$62.82		
NET FARM INCOME		\$449.55	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$176.47		
NET OPERATING PROFIT		\$273.08	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$49.89		
RETURN TO LAND AND RISK		\$223.19	

TABLE 12. Fall lettuce, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
 Planting Dates: August 1 - August 15
 Harvest Dates: October 15 - November 10

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
FALL LETTUCE	\$5.94	500 CARTONS						\$2,970.00	
TOTAL							\$2,970.00		
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$2.11	4 LBS	\$8.44					\$8.44	
NITROGEN (N)	\$0.50	250 LBS	\$125.00					\$125.00	
PHOSPHATE (P205)	\$0.40	150 LBS	\$60.00					\$60.00	
HERBICIDE	\$18.55	1 X/ACRE	\$18.55					\$18.55	
INSECTICIDE	\$231.73	1 X/ACRE	\$231.73					\$231.73	
PUMP WATER*		0 AC. IN.							
CANAL WATER		40 AC. IN.	\$46.67					\$46.67	
SUBTOTAL			\$490.39					\$490.39	
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$1.05	\$2.79	\$1.13	\$1.62	\$6.59	
CHISEL	140 HP	0.20 HR		\$1.50	\$3.99	\$1.28	\$2.48	\$9.25	
PLOW	140 HP	0.38 HR		\$2.85	\$7.57	\$4.06	\$5.62	\$20.10	
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.58	\$2.26	\$3.24	\$13.18	
LASER PLANE (CUSTOM)			\$72.50					\$72.50	
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06	
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.39	\$1.56	\$2.64	\$8.85	
LISTER	140 HP	0.18 HR		\$1.35	\$3.59	\$1.14	\$2.38	\$8.45	
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.00	\$5.63	
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$2.00	\$0.75	\$0.53	\$4.85	
VEG-PLANT SHAPER	140 HP	0.26 HR		\$1.95	\$5.18	\$1.32	\$4.54	\$12.99	
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.95	\$13.15	\$4.71	\$7.71	\$30.52	
ROLLING CULT (3X)	40 HP	0.63 HR		\$4.73	\$6.01	\$2.24	\$1.58	\$14.56	
THIN & HOE (CUSTOM)			\$160.00					\$160.00	
DUSTER (CUSTOM)			\$15.00					\$15.00	
ROTO BUCK (8X)	40 HP	0.12 HR		\$0.90	\$1.14	\$0.13	\$0.84	\$3.02	
IRRIGATE (8X)		4.00 HR		\$30.00	\$0.00	\$0.00	\$0.00	\$30.00	
SUBTOTAL			\$247.50	\$60.23	\$55.39	\$20.79	\$33.63	\$417.53	
HARVEST OPERATIONS									
HARVEST (CUSTOM)			\$925.00					\$925.00	
CARTONS (CUSTOM)			\$425.00					\$425.00	
HAUL (CUSTOM)			\$150.00					\$150.00	
BROKERAGE (CUSTOM)			\$274.73					\$274.73	
SUBTOTAL			\$1,774.73					\$1,774.73	
OVERHEAD EXPENSES									
DOWNTIME		0.82 HR		\$6.15				\$6.15	
EMPLOYEE BENEFITS				\$10.84				\$10.84	
INSURANCE			\$1.20					\$1.20	
LAND TAXES						\$9.44		\$9.44	
SUPERVISION AND MANAGEMENT				\$69.73				\$69.73	
OTHER EXPENSES			\$81.61					\$81.61	
SUBTOTAL			\$82.81	\$86.72				\$9.44	\$178.97
TOTAL OPERATING EXPENSES			\$2,595.42	\$146.95	\$55.39	\$20.79	\$43.06	\$2,861.61	
NET OPERATING PROFIT								\$108.39	
INTEREST ON OPERATING CAPITAL		(\$474.00 @	5.50%	)				\$26.07
INTEREST ON EQUIPMENT INVESTMENT								\$15.51	
RETURN TO LAND AND RISK								\$66.81	

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

BUDGET SUMMARY

GROSS RETURN		\$2,970.00	
VARIABLE OPERATING EXPENSES	\$2,671.60		
RETURN OVER VARIABLE EXPENSES		\$298.40	(GROSS MARGIN)
FIXED EXPENSES	\$43.06		
NET FARM INCOME		\$255.34	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$146.95		
NET OPERATING PROFIT		\$108.39	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$41.58		
RETURN TO LAND AND RISK		\$66.81	

TABLE 13. Corn Silage, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties,
 Actual 2014
 Planting Dates: January 1 - January 15
 Harvest Dates: July 1 - July 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
CORN SILAGE	\$55.00	30.00 TONS						\$1,650.00
TOTAL								\$1,650.00
<u>PURCHASED INPUTS</u>								
	PRICE	QUANTITY	PURCHASED INPUTS			FIXED COST	TOTAL	
SEED	\$3.26	22 LBS	\$71.78				\$71.78	
NITROGEN (N)	\$0.50	300 LBS	\$150.00				\$150.00	
PHOSPHATE (P205)	\$0.40	0 LBS	\$0.00				\$0.00	
ROUNDUP	\$15.00	2 X/ACRE	\$30.00				\$30.00	
PUMP WATER*		6 AC. IN.						
CANAL WATER		30 AC. IN.	\$83.00				\$83.00	
CROP INSURANCE	\$2.94		\$2.94				\$2.94	
SUBTOTAL			\$337.72				\$337.72	
<u>PREHARVEST OPERATIONS</u>								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.79	\$1.13	\$1.62	\$6.59
CHISEL	140 HP	0.20 HR		\$1.50	\$3.99	\$1.28	\$2.48	\$9.25
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06
DISC	140 HP	0.17 HR		\$1.28	\$3.39	\$1.56	\$2.64	\$8.85
BORDER DISC	40 HP	0.05 HR		\$0.38	\$0.48	\$0.10	\$1.94	\$2.90
DRILL	140 HP	0.21 HR		\$1.58	\$4.18	\$1.14	\$10.09	\$16.99
IRRIGATE (4X)		2.00 HR		\$15.00	\$0.05	\$0.00	\$8.19	\$23.24
SUBTOTAL		2.82 HR		\$21.15	\$15.88	\$5.42	\$27.43	\$69.87
<u>HARVEST OPERATIONS</u>								
CUT AND HAUL (DAIRY OWNED)			\$10.00					\$10.00
SUBTOTAL			\$10.00					\$10.00
<u>POSTHARVEST OPERATIONS</u>								
<u>OVERHEAD EXPENSES</u>								
DOWNTIME		0.21 HR		\$1.54				\$1.54
EMPLOYEE BENEFITS				\$3.81				\$3.81
INSURANCE			\$0.42					\$0.42
LAND TAXES							\$9.44	\$9.44
SUPERVISION AND MANAGEMENT				\$117.91				\$117.91
OTHER EXPENSES			\$81.61					\$81.61
SUBTOTAL		0.21 HR	\$82.03	\$123.25			\$9.44	\$214.72
TOTAL OPERATING EXPENSES		3.03 HR	\$429.75	\$144.40	\$15.88	\$5.42	\$36.86	\$632.31
NET OPERATING PROFIT								\$1,017.69
INTEREST ON OPERATING CAPITAL		(\$175.01 @ 5.50%)						\$9.63
INTEREST ON EQUIPMENT INVESTMENT								\$13.00
RETURN TO LAND AND RISK								\$995.06

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

BUDGET SUMMARY

GROSS RETURN		\$1,650.00	
VARIABLE OPERATING EXPENSES	\$451.04		
RETURN OVER VARIABLE EXPENSES	\$1,198.96	(GROSS MARGIN)	
FIXED EXPENSES	\$36.86		
NET FARM INCOME	\$1,162.10	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$144.40		
NET OPERATING PROFIT	\$1,017.69	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$22.63		
RETURN TO LAND AND RISK		\$995.06	

TABLE 14. Fall onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
 Planting Dates: October 1 - October 15
 Harvesting Dates: June 1 - July 15

K03-09-05

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
FALL ONIONS	\$7.87	1,200.00 SACKS	\$9,444.00
TOTAL			\$9,444.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$140.00	6 LBS	\$840.00		\$840.00
NITROGEN (N)	\$0.50	600 LBS	\$300.00		\$300.00
PHOSPHATE (P2O5)	\$0.40	250 LBS	\$100.00		\$100.00
HERBICIDE	\$22.23	2 X/ACRE	\$44.47		\$44.47
INSECTICIDE	\$75.83	2 X/ACRE	\$151.65		\$151.65
PUMP WATER*		6 AC. IN.			
CANAL WATER		50 AC. IN.	\$109.67		\$109.67
SUBTOTAL			\$1,545.79		\$1,545.79

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.79	\$1.13	\$1.62	\$6.59
CHISEL	140 HP	0.20 HR		\$1.50	\$3.99	\$1.28	\$2.48	\$9.25
PLOW	140 HP	0.38 HR		\$2.85	\$7.57	\$4.06	\$5.62	\$20.10
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.58	\$2.26	\$3.24	\$13.18
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.39	\$1.56	\$2.64	\$8.85
LISTER	140 HP	0.18 HR		\$1.35	\$3.59	\$1.14	\$2.38	\$8.45
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.58	\$6.21
ROD WEEDER	40 HP	0.08 HR		\$0.60	\$0.76	\$0.15	\$1.58	\$3.09
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$2.00	\$0.75	\$0.53	\$4.85
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.95	\$5.18	\$1.32	\$4.54	\$12.99
CULT & SIDEDRESS (4X)	140 HP	1.32 HR		\$9.90	\$26.30	\$9.41	\$15.42	\$61.04
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$4.01	\$1.49	\$1.05	\$9.70
THIN & HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.01	\$1.29	\$0.15	\$0.94	\$3.39
IRRIGATE (13X)		6.50 HR		\$48.75	\$0.05	\$0.00	\$7.60	\$56.40
SUBTOTAL		11.08 HR	\$193.33	\$83.06	\$67.50	\$24.91	\$50.69	\$419.49

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ONION KNIVES	80 HP	0.27 HR		\$2.03	\$5.38	\$1.43	\$4.33	\$13.16
HARVEST & HAUL (CUSTOM)			\$1,320.00					\$1,320.00
BAG RENTAL			\$120.00					\$120.00
FIELD LOAD (CUSTOM)			\$0.00					\$0.00
PROCESSING (CUSTOM)			\$2,280.00					\$2,280.00
CONTAINER CHARGE			\$480.00					\$480.00
BROKERAGE (CUSTOM)			\$849.96					\$849.96
SUBTOTAL		0.27 HR	\$5,049.96	\$2.03	\$5.38	\$1.43	\$4.33	\$5,063.12

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		1.02 HR		\$7.68				\$7.68
EMPLOYEE BENEFITS				\$14.95				\$14.95
INSURANCE			\$1.66					\$1.66
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$234.50				\$234.50
OTHER EXPENSES			\$81.61					\$81.61
SUBTOTAL		1.02 HR	\$83.27	\$257.13		\$9.44		\$349.83

TOTAL OPERATING EXPENSES		12.37 HR	\$6,872.35	\$342.21	\$72.88	\$26.34	\$64.45	\$7,378.22
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NET OPERATING PROFIT								\$2,065.78
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INTEREST ON OPERATING CAPITAL	(\$1,265.16	@	5.50%)			\$69.58
INTEREST ON EQUIPMENT INVESTMENT								\$25.32

RETURN TO LAND AND RISK								\$1,970.87
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*Pump water costs are shown under irrigation in the preharvest operation section.
 BUDGET SUMMARY

GROSS RETURN		\$9,444.00	
VARIABLE OPERATING EXPENSES	\$6,971.56		
RETURN OVER VARIABLE EXPENSES	\$2,472.44	(GROSS MARGIN)	
FIXED EXPENSES	\$64.45		
NET FARM INCOME	\$2,407.99	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$342.21		
NET OPERATING PROFIT	\$2,065.78	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$94.91		
RETURN TO LAND AND RISK	\$1,970.87		

TABLE 15. Midseason yellow onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
 Planting Dates: January 1 - January 31
 Harvest Dates: July 1 - July 31

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
MIDSEASON YELLOWS	\$8.24	675.00 SACKS	\$5,562.00
TOTAL			\$5,562.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$179.00	4 LBS	\$716.00		\$716.00
NITROGEN (N)	\$0.50	450 LBS	\$225.00		\$225.00
PHOSPHATE (P205)	\$0.40	180 LBS	\$72.00		\$72.00
HERBICIDE	\$64.72	1 X/ACRE	\$64.72		\$64.72
INSECTICIDE	\$75.87	1 X/ACRE	\$75.87		\$75.87
PUMP WATER*		6 AC. IN.			
CANAL WATER		42 AC. IN.	\$99.00		\$99.00
SUBTOTAL			\$1,252.58		\$1,252.58

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.79	\$1.13	\$1.62	\$6.59
CHISEL	140 HP	0.20 HR		\$1.50	\$3.99	\$1.28	\$2.48	\$9.25
PLOW	140 HP	0.38 HR		\$2.85	\$7.57	\$4.06	\$5.62	\$20.10
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.58	\$2.26	\$3.24	\$13.18
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.39	\$1.56	\$2.64	\$8.85
LISTER	140 HP	0.18 HR		\$1.35	\$3.59	\$1.14	\$2.38	\$8.45
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.68	\$6.31
ROD WEEDER	40 HP	0.08 HR		\$0.60	\$0.76	\$0.15	\$1.58	\$3.09
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$2.00	\$0.75	\$0.22	\$4.55
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.95	\$5.18	\$1.32	\$4.54	\$12.99
CULT & SIDEDRESS (3X)	140 HP	0.99 HR		\$7.43	\$19.73	\$7.06	\$11.57	\$45.78
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$4.01	\$1.49	\$1.05	\$9.70
HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.01	\$1.29	\$0.15	\$0.94	\$3.39
IRRIGATE (11X)		5.50 HR		\$41.25	\$0.05	\$0.00	\$7.51	\$48.81
SUBTOTAL		9.75 HR	\$193.33	\$73.09	\$60.92	\$22.56	\$46.52	\$396.42

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ONION KNIVES	140 HP	0.27 HR		\$2.03	\$5.38	\$1.43	\$4.33	\$13.16
HARVEST & HAUL (CUSTOM)			\$742.50					\$742.50
BAG RENTAL			\$67.50					\$67.50
FIELD LOAD			\$0.00					\$0.00
PROCESSING			\$1,282.50					\$1,282.50
CONTAINER CHARGE			\$270.00					\$270.00
BROKERAGE (CUSTOM)			\$500.58					\$500.58
SUBTOTAL		0.27 HR	\$2,863.08	\$2.03	\$5.38	\$1.43	\$4.33	\$2,876.24

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		0.40 HR		\$2.98				\$2.98
EMPLOYEE BENEFITS				\$13.52				\$13.52
INSURANCE			\$1.50					\$1.50
LAND TAXES							\$9.44	\$9.44
SUPERVISION AND MANAGEMENT				\$199.01				\$199.01
OTHER EXPENSES			\$81.61					\$81.61
SUBTOTAL		0.40 HR	\$83.11	\$215.51			\$9.44	\$308.06

TOTAL OPERATING EXPENSES		10.41 HR	\$4,392.10	\$290.62	\$66.30	\$23.98	\$60.28	\$4,833.30
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NET OPERATING PROFIT								\$728.70
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INTEREST ON OPERATING CAPITAL	(\$934.08	@	5.50%)			\$51.37
INTEREST ON EQUIPMENT INVESTMENT								\$23.94

RETURN TO LAND AND RISK								\$653.38
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*Pump water costs are shown under irrigation in the preharvest operation section.

BUDGET SUMMARY

GROSS RETURN		\$5,562.00	
VARIABLE OPERATING EXPENSES	\$4,482.39		
RETURN OVER VARIABLE EXPENSES		\$1,079.61	(GROSS MARGIN)
FIXED EXPENSES	\$60.28		
NET FARM INCOME		\$1,019.33	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$290.62		
NET OPERATING PROFIT		\$728.70	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$75.32		
RETURN TO LAND AND RISK		\$653.38	

TABLE 16. Sweet Spanish onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
 Planting Dates: January 15 - February 15
 Harvest Dates: August 1 - August 15

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
SWEET SPANISH	\$7.41	825.00 SACKS						\$6,113.25	
TOTAL								\$6,113.25	
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST	TOTAL		
SEED	\$179.00		4 LBS	\$716.00				\$716.00	
NITROGEN (N)	\$0.50		450 LBS	\$225.00				\$225.00	
PHOSPHATE (P2O5)	\$0.40		180 LBS	\$72.00				\$72.00	
HERBICIDE	\$64.72		1 X/ACRE	\$64.72				\$64.72	
INSECTICIDE	\$75.79		1 X/ACRE	\$75.79				\$75.79	
PUMP WATER*			6 AC. IN.						
CANAL WATER			50 AC. IN.	\$109.67				\$109.67	
SUBTOTAL				\$1,263.17				\$1,263.17	
PREHARVEST OPERATIONS		POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR			\$1.05	\$2.79	\$1.13	\$1.62	\$6.59
CHISEL	140 HP	0.20 HR			\$1.50	\$3.99	\$1.28	\$2.48	\$9.25
PLOW	140 HP	0.38 HR			\$2.85	\$7.57	\$4.06	\$5.62	\$20.10
DISC (2X)	140 HP	0.28 HR			\$2.10	\$5.58	\$2.26	\$3.24	\$13.18
LASER PLANE (CUSTOM)				\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR			\$0.38	\$1.00	\$0.22	\$0.47	\$2.06
DISC & SPRAY	140 HP	0.17 HR			\$1.28	\$3.39	\$1.56	\$2.64	\$8.85
LISTER	140 HP	0.18 HR			\$1.35	\$3.59	\$1.14	\$2.38	\$8.45
PRE-IRRIGATE		0.75 HR			\$5.63	\$0.00	\$0.00	\$0.58	\$6.21
ROD WEEDER	40 HP	0.08 HR			\$0.60	\$0.76	\$0.15	\$1.58	\$3.09
ROLLING CULT	40 HP	0.21 HR			\$1.58	\$2.00	\$0.75	\$0.53	\$4.85
VEG PLANT-SHAPER	140 HP	0.26 HR			\$1.95	\$5.18	\$1.32	\$4.54	\$12.99
CULT & SIDEDRESS (3X)	140 HP	0.99 HR			\$7.43	\$19.73	\$7.06	\$11.57	\$45.78
ROLLING CULT (2X)	40 HP	0.42 HR			\$3.15	\$4.01	\$1.49	\$1.05	\$9.70
THIN & HOE (CUSTOM)				\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR			\$1.01	\$1.29	\$0.15	\$0.94	\$3.39
IRRIGATE (13X)		6.50 HR			\$48.75	\$0.05	\$0.00	\$7.60	\$56.40
SUBTOTAL		10.75 HR		\$193.33	\$80.59	\$60.92	\$22.56	\$46.83	\$404.23
HARVEST OPERATIONS									
ONION KNIVES	140 HP	0.27 HR			\$2.03	\$5.38	\$1.43	\$4.33	\$13.16
HARVEST & HAUL (CUSTOM)				\$907.50					\$907.50
BAG RENTAL				\$82.50					\$82.50
FIELD LOAD				\$0.00					\$0.00
PROCESSING				\$1,567.50					\$1,567.50
CONTAINER CHARGE				\$330.00					\$330.00
BROKERAGE (CUSTOM)				\$550.19					\$550.19
SUBTOTAL		0.27 HR		\$3,437.69	\$2.03	\$5.38	\$1.43	\$4.33	\$3,450.85
OVERHEAD EXPENSES									
DOWNTIME		0.62 HR			\$4.67				\$4.67
EMPLOYEE BENEFITS					\$14.87				\$14.87
INSURANCE				\$1.65					\$1.65
LAND TAXES							\$9.44		\$9.44
SUPERVISION AND MANAGEMENT					\$204.07				\$204.07
OTHER EXPENSES				\$81.61					\$81.61
SUBTOTAL		0.62 HR		\$83.26	\$223.61		\$9.44		\$316.30
TOTAL OPERATING EXPENSES		11.64 HR		\$4,977.46	\$306.22	\$66.30	\$23.98	\$60.59	\$5,434.55
NET OPERATING PROFIT									\$678.70
INTEREST ON OPERATING CAPITAL			(\$987.26 @	5.50%	)				\$54.30
INTEREST ON EQUIPMENT INVESTMENT									\$23.94
RETURN TO LAND AND RISK									\$600.45

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

BUDGET SUMMARY

GROSS RETURN		\$6,113.25	
VARIABLE OPERATING EXPENSES	\$5,067.74		
RETURN OVER VARIABLE EXPENSES	\$1,045.51	(GROSS MARGIN)	
FIXED EXPENSES	\$60.59		
NET FARM INCOME	\$984.92	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$306.22		
NET OPERATING PROFIT	\$678.70	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$78.24		
RETURN TO LAND AND RISK	\$600.45		

TABLE 1. Green chile, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
Planting Dates: March 15 - April 10
Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
GREEN	\$475.00	11.00 TONS	\$5,225.00
RED	\$0.00	0.00 LBS	\$0.00
TOTAL			\$5,225.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$22.00	5 LBS	\$110.00		\$110.00
NITROGEN (N)	\$0.50	300 LBS	\$150.00		\$150.00
PHOSPHATE (P205)	\$0.40	70 LBS	\$28.00		\$28.00
HERBICIDE	\$74.10	1 X/ACRE	\$74.10		\$74.10
INSECTICIDE	\$46.16	1 X/ACRE	\$46.16		\$46.16
NEMATOCIDE (CUSTOM)	\$45.54	1 X/ACRE	\$45.54		\$45.54
CROP INSURANCE		600 DOLLAR	\$40.00		\$40.00
PUMP WATER*		0 AC. IN.			
CANAL WATER		55 AC. IN.	\$116.33		\$116.33
SUBTOTAL			\$610.13		\$610.13

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.79	\$1.13	\$1.62	\$6.59
CHISEL	140 HP	0.20 HR		\$1.50	\$3.99	\$1.28	\$2.48	\$9.25
PLOW	140 HP	0.38 HR		\$2.85	\$7.57	\$4.06	\$5.62	\$20.10
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.58	\$2.26	\$3.24	\$13.18
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.39	\$1.56	\$2.64	\$8.85
LISTER	140 HP	0.18 HR		\$1.35	\$3.59	\$1.14	\$2.38	\$8.45
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.00	\$5.63
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$2.00	\$0.75	\$0.53	\$4.85
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.95	\$5.18	\$1.32	\$4.54	\$12.99
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$4.01	\$1.49	\$1.05	\$9.70
CULTIVATOR (3X)	40 HP	0.63 HR		\$4.73	\$6.01	\$2.24	\$1.58	\$14.56
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.95	\$13.15	\$4.71	\$7.71	\$30.52
THINNING (CUSTOM)			\$70.00					\$70.00
HOING (CUSTOM)			\$80.00					\$80.00
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.79	\$1.00	\$0.12	\$0.73	\$2.64
IRRIGATE (10X)		5.00 HR		\$37.50	\$0.00	\$0.00	\$0.00	\$37.50
SUBTOTAL		9.44 HR	\$223.33	\$70.76	\$59.25	\$22.27	\$34.58	\$410.18

HARVEST OPERATIONS								
HARVEST GREEN (CUSTOM)			\$990.00					\$990.00
HARVEST RED (CUSTOM)			\$0.00					\$0.00
HAUL (TRAILER) (3X)	40 HP	2.40 HR		\$18.00	\$22.89	\$2.66	\$14.11	\$57.66
FORK LIFT (3X)	RENTAL	1.05 HR		\$10.00	\$7.88			\$17.88
HAUL (CUSTOM)			\$137.50					\$137.50
SUBTOTAL		3.45 HR	\$1,137.50	\$25.88	\$22.89	\$2.66	\$14.11	\$1,203.03

POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.77	\$0.37	\$1.09	\$6.40

OVERHEAD EXPENSES								
DOWNTIME		1.86 HR		\$13.92				\$13.92
EMPLOYEE BENEFITS				\$17.79				\$17.79
INSURANCE			\$1.98					\$1.98
LAND TAXES							\$9.44	\$9.44
SUPERVISION AND MANAGEMENT				\$145.80				\$145.80
OTHER EXPENSES			\$81.61					\$81.61
SUBTOTAL		1.86 HR	\$83.59	\$177.51			\$9.44	\$270.53

TOTAL OPERATING EXPENSES 15.03 HR \$2,054.55 \$276.32 \$84.90 \$25.29 \$59.21 \$2,500.27

NET OPERATING PROFIT \$2,724.73

INTEREST ON OPERATING CAPITAL (\$478.46 @ 5.50%) \$26.32
INTEREST ON EQUIPMENT INVESTMENT \$21.35

RETURN TO LAND AND RISK \$2,677.06

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

GROSS RETURN		\$5,225.00	
VARIABLE OPERATING EXPENSES	\$2,164.74		
RETURN OVER VARIABLE EXPENSES		\$3,060.26	(GROSS MARGIN)
FIXED EXPENSES	\$59.21		
NET FARM INCOME		\$3,001.05	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$276.32		
NET OPERATING PROFIT		\$2,724.73	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$47.67		
RETURN TO LAND AND RISK		\$2,677.06	

TABLE 18. Red chile, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Actual 2014
 Planting Dates: March 15 - April 10
 Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
RED	\$1.00	3,500.00 LBS						\$3,500.00
TOTAL								\$3,500.00
PURCHASED INPUTS								
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$22.00	8 LBS	\$176.00					\$176.00
NITROGEN (N)	\$0.50	250 LBS	\$125.00					\$125.00
PHOSPHATE (P205)	\$0.40	60 LBS	\$24.00					\$24.00
HERBICIDE	\$74.10	1 X/ACRE	\$74.10					\$74.10
INSECTICIDE	\$46.16	1 X/ACRE	\$46.16					\$46.16
NEMATOCIDE (CUSTOM)	\$45.54	1 X/ACRE	\$45.54					\$45.54
CROP INSURANCE		600 DOLLARS	\$40.00					\$40.00
PUMP WATER*		0 AC. IN.						
CANAL WATER		60 AC. IN.	\$123.00					\$123.00
SUBTOTAL			\$653.80					\$653.80
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.05	\$2.79	\$1.13	\$1.62	\$6.59
CHISEL	140 HP	0.20 HR		\$1.50	\$3.99	\$1.28	\$2.48	\$9.25
PLOW	140 HP	0.38 HR		\$2.85	\$7.57	\$4.06	\$5.62	\$20.10
DISC (2X)	140 HP	0.28 HR		\$2.10	\$5.58	\$2.26	\$3.24	\$13.18
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.38	\$1.00	\$0.22	\$0.47	\$2.06
DISC & SPRAY	140 HP	0.17 HR		\$1.28	\$3.39	\$1.56	\$2.64	\$8.85
LISTER	140 HP	0.18 HR		\$1.35	\$3.59	\$1.14	\$2.38	\$8.45
PRE-IRRIGATE		0.75 HR		\$5.63	\$0.00	\$0.00	\$0.00	\$5.63
ROLLING CULT	40 HP	0.21 HR		\$1.58	\$2.00	\$0.75	\$0.53	\$4.85
VEG PLANT-SHAPER	140 HP	0.26 HR		\$1.95	\$5.18	\$1.32	\$4.54	\$12.99
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.15	\$4.01	\$1.49	\$1.05	\$9.70
CULTIVATOR (3X)	40 HP	0.63 HR		\$4.73	\$6.01	\$2.24	\$1.58	\$14.56
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$4.95	\$13.15	\$4.71	\$7.71	\$30.52
THINNING (CUSTOM)			\$70.00					\$70.00
HOEING (CUSTOM)			\$80.00					\$80.00
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.79	\$1.00	\$0.12	\$0.73	\$2.64
IRRIGATE (11X)		5.50 HR		\$41.25	\$0.00	\$0.00	\$0.00	\$41.25
SUBTOTAL		9.94 HR	\$223.33	\$74.51	\$59.25	\$22.27	\$34.58	\$413.93
HARVEST OPERATIONS								
HARVEST (CUSTOM)			\$700.00					\$700.00
HAUL (TRAILER) (3X)	40 HP RENTAL	0.80 HR		\$6.00	\$7.63	\$0.89	\$4.70	\$19.22
FORK LIFT (3X)		0.30 HR		\$10.00	\$2.25			\$12.25
HAUL (CUSTOM)			\$105.00					\$105.00
SUBTOTAL		1.10 HR	\$815.00	\$8.25	\$7.63	\$0.89	\$4.70	\$836.47
POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		\$2.18	\$2.77	\$0.37	\$1.09	\$6.40
OVERHEAD EXPENSES								
DOWNTIME		1.27 HR		\$9.52				\$9.52
EMPLOYEE BENEFITS				\$15.29				\$15.29
INSURANCE			\$1.70					\$1.70
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$144.51				\$144.51
OTHER EXPENSES			\$81.61					\$81.61
SUBTOTAL		1.27 HR	\$83.31	\$169.32			\$9.44	\$262.06
TOTAL OPERATING EXPENSES		12.59 HR	\$1,775.44	\$254.26	\$69.65	\$23.52	\$49.80	\$2,172.66
NET OPERATING PROFIT								\$1,327.34
INTEREST ON OPERATING CAPITAL		\$472.00 @	5.50%	)				\$25.96
INTEREST ON EQUIPMENT INVESTMENT								\$18.24
RETURN TO LAND AND RISK								\$1,283.14

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

GROSS RETURN		\$3,500.00	
VARIABLE OPERATING EXPENSES	\$1,868.60		
RETURN OVER VARIABLE EXPENSES	\$1,631.40	(GROSS MARGIN)	
FIXED EXPENSES	\$49.80		
NET FARM INCOME	\$1,581.60	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$254.26		
NET OPERATING PROFIT	\$1,327.34	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$44.20		
RETURN TO LAND AND RISK		\$1,283.14	

Table 19. Summary of per acre costs and returns for a 500 acre farm with above average management, Dona Ana and Sierra Counties, Actual 2014

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PIMA COTTON	PICKER COTTON	GRAIN SORGHUM	SPRING LETTUCE	FALL LETTUCE	CORN SILAGE	FALL ONIONS	MIDSEASON YELLOW ONIONS	SWEET SPANISH ONIONS	GREEN CHILE	RED CHILE
		TONS	LBS	LBS	CWT	CARTONS	CARTONS	TONS	SACKS	SACKS	SACKS	TONS/LBS	LBS
PRIMARY YIELD		7.00	750.00	1,000.00	40.00	475.00	500.00	30.00	1,200.00	675.00	825.00	11.00	3,500.00
PRIMARY PRICE		\$245.00	\$1.15	\$0.90	\$7.06	\$6.21	\$5.94	\$55.00	\$7.87	\$8.24	\$7.41	\$475.00	\$1.00
GOVERNMENT PAYMENTS		\$0.00	\$0.00	\$143.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME		\$0.00	\$108.00	\$144.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GROSS RETURN		\$1,715.00	\$970.50	\$1,187.55	\$282.57	\$2,949.75	\$2,970.00	\$1,650.00	\$9,444.00	\$5,562.00	\$6,113.25	\$5,225.00	\$3,500.00
CASH OPERATING EXPENSES													
SEED	\$150.00		\$140.25	\$188.75	\$13.10	\$7.56	\$8.44	\$71.78	\$840.00	\$716.00	\$716.00	\$110.00	\$176.00
FERTILIZER	\$36.00	\$53.50	\$80.00	\$80.00		\$195.00	\$185.00	\$150.00	\$400.00	\$297.00	\$297.00	\$178.00	\$149.00
CHEMICALS	\$26.84	\$14.40	\$33.37	\$98.09	\$55.60	\$111.09	\$250.28	\$30.00	\$196.12	\$140.58	\$140.51	\$165.80	\$165.80
CROP INSURANCE			\$2.94	\$0.34	\$2.94			\$2.94				\$40.00	\$40.00
OTHER PURCHASED INPUTS		\$79.19											
CANAL WATER		\$123.00	\$87.00	\$87.00	\$75.00	\$75.00	\$46.67	\$83.00	\$109.67	\$99.00	\$109.67	\$116.33	\$123.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$52.08	\$32.00	\$106.78	\$107.57	\$26.13	\$50.78	\$55.39	\$15.82	\$72.82	\$66.25	\$66.25	\$84.90	\$69.65
FUEL-IRRIGATION	\$0.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.14	\$0.00	\$0.05	\$0.05	\$0.05	\$0.05	\$0.00	\$0.00
REPAIRS	\$13.26	\$6.34	\$29.37	\$29.58	\$8.58	\$18.87	\$20.79	\$5.42	\$26.34	\$23.98	\$23.98	\$25.29	\$23.52
CUSTOM CHARGES	\$73.33	\$53.20	\$116.03	\$128.30	\$16.80	\$1,896.18	\$2,022.23	\$10.00	\$5,243.29	\$3,056.41	\$3,631.02	\$1,360.83	\$1,038.33
LAND TAXES		\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44	\$9.44
OTHER EXPENSES	\$0.45	\$82.62	\$82.87	\$82.87	\$82.16	\$82.75	\$82.81	\$82.03	\$83.27	\$83.11	\$83.26	\$83.59	\$83.31
TOTAL CASH EXPENSES	\$352.01	\$453.69	\$688.04	\$811.93	\$289.75	\$2,446.81	\$2,681.03	\$460.48	\$6,981.00	\$4,491.82	\$5,077.18	\$2,174.18	\$1,878.04
RETURN OVER CASH EXPENSES	(\$352.01)	\$1,261.31	\$282.46	\$375.62	(\$7.18)	\$502.94	\$288.97	\$1,189.52	\$2,463.00	\$1,070.18	\$1,036.07	\$3,050.82	\$1,621.96
FIXED EXPENSES	\$42.20	\$169.38	\$106.20	\$106.61	\$17.91	\$53.39	\$33.63	\$27.43	\$55.01	\$50.85	\$51.16	\$49.78	\$40.37
TOTAL EXPENSES	\$394.21	\$623.07	\$794.24	\$918.54	\$307.66	\$2,500.20	\$2,714.66	\$487.90	\$7,036.01	\$4,542.67	\$5,128.33	\$2,223.95	\$1,918.40
NET FARM INCOME	(\$394.21)	\$1,091.93	\$176.26	\$269.00	(\$25.09)	\$449.55	\$255.34	\$1,162.10	\$2,407.99	\$1,019.33	\$984.92	\$3,001.05	\$1,581.60
LABOR AND MANAGEMENT COSTS	\$66.53	\$188.96	\$154.92	\$173.75	\$54.28	\$176.47	\$146.95	\$144.40	\$342.21	\$290.62	\$306.22	\$276.32	\$254.26
NET OPERATING PROFIT	(\$460.75)	\$902.97	\$21.34	\$95.25	(\$79.37)	\$273.08	\$108.39	\$1,017.69	\$2,065.78	\$728.70	\$678.70	\$2,724.73	\$1,327.34
CAPITAL COSTS													
INTEREST ON OPERATING CAPITAL		\$7.64	\$15.53	\$14.61	\$4.59	\$22.16	\$26.07	\$9.63	\$69.58	\$51.37	\$54.30	\$26.32	\$25.96
INTEREST ON EQUIPMENT INVESTMENT		\$18.27	\$36.49	\$36.65	\$8.15	\$27.74	\$15.51	\$13.00	\$25.32	\$23.94	\$23.94	\$21.35	\$18.24
TOTAL CAPITAL COSTS	\$0.00	\$25.91	\$52.03	\$51.26	\$12.74	\$49.89	\$41.58	\$22.63	\$94.91	\$75.32	\$78.24	\$47.67	\$44.20
RETURN TO LAND AND RISK	(\$460.75)	\$877.06	(\$30.68)	\$43.99	(\$92.11)	\$223.19	\$66.81	\$995.06	\$1,970.87	\$653.38	\$600.45	\$2,677.06	\$1,283.14

Flex Computation
 112.02
 1035.4927
 187.26
 -66.05
 1,035.49

Table 20. Whole farm budget summary, Dona Ana and Sierra Counties,
Actual 2014

GROSS RETURNS		
ALFALFA HAY	160 ACRES	
CROP		\$274,400
PIMA COTTON	17 ACRES	
LINT		\$14,663
SEED		\$1,836
COUNTER CYCLICAL PAYMENT		\$0
UPLAND COTTON	149.00 ACRES	
LINT		\$134,100
SEED		\$21,456
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$21,389
GRAIN SORGHUM	17 ACRES	
CROP		\$4,804
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
SPRING LETTUCE	10 ACRES	
CROP		\$29,498
FALL LETTUCE	50 ACRES	
CROP		\$148,500
WHEAT	17 ACRES	
CROP		\$28,050
DIRECT PAYMENT		\$0
FALL ONIONS	20 ACRES	
CROP		\$188,880
MIDSEASON YELLOW ONIONS	20 ACRES	
CROP		\$111,240
SWEET SPANISH ONIONS	20 ACRES	
CROP		\$122,265
GREEN CHILE	15 ACRES	
GREEN		\$78,375
RED		\$0
RED CHILE	15 ACRES	
RED		\$52,500
GROSS RETURN		<u>\$1,231,954</u>
CASH OPERATING EXPENSES		
SEED		\$88,178
FERTILIZER		\$61,815
CHEMICALS		\$48,158
CROP INSURANCE		\$1,400
OTHER PURCHASED INPUTS		\$12,670
CANAL WATER		\$49,848
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$35,461
FUEL-IRRIGATION		\$8
REPAIRS		\$10,136
CUSTOM CHARGES		\$427,665
LAND TAXES		\$4,812
OTHER EXPENSES		\$42,250
TOTAL CASH EXPENSES		<u>\$782,401</u>
RETURN OVER CASH EXPENSES		\$449,553
FIXED EXPENSES		\$35,529
TOTAL EXPENSES		\$817,930
NET FARM INCOME		\$414,024
LABOR AND MANAGEMENT COSTS		\$100,647
NET OPERATING PROFIT		\$313,377
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$9,720
INTEREST ON EQUIPMENT INVESTMENT		\$12,475
TOTAL CAPITAL COSTS		<u>\$22,194</u>
RETURN TO LAND AND RISK		<u>\$291,183</u>
LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$3,000 /ACRE	\$246,183	18.52%
\$5,000 /ACRE	\$216,183	11.64%
\$7,000 /ACRE	\$186,183	8.49%
\$9,000 /ACRE	\$156,183	6.68%
\$11,000 /ACRE	\$126,183	5.51%

* 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)