

TABLE 6. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Actual 2018
Harvest Dates: June 15 - September 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$220.00	3.50 TONS (IN FIELD)						\$770.00
GRAZING	\$10.00	1.00 ACRE						\$10.00
TOTAL								\$780.00
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
WIRE ESTABLISHMENT: Principal	\$1.32	30 LBS	\$39.59				\$50.46	\$39.59
: Interest		10 YEARS					\$29.48	\$50.46
CANAL WATER		48 AC. IN.	\$5.00					\$29.48
SUBTOTAL			\$44.59				\$79.95	\$124.54
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (6X)		3.75 HR		\$28.13				\$28.13
SUBTOTAL		3.75 HR		\$28.13	\$0.00	\$0.00	\$0.00	\$28.13
HARVEST OPERATIONS								
SWATHER (CUSTOM) (3X)			\$17.50					\$17.50
BALER (3X)	40 HP	1.95 HR		\$14.63	\$20.57	\$2.28	\$160.15	\$197.62
SUBTOTAL		1.95 HR	\$17.50	\$14.63	\$20.57	\$2.28	\$160.15	\$215.12
OVERHEAD EXPENSES								
DOWNTIME		0.49 HR		\$3.66				\$3.66
EMPLOYEE BENEFITS				\$5.13				\$5.13
INSURANCE			\$0.51					\$0.51
LAND TAXES							\$0.37	\$0.37
SUPERVISION AND MANAGEMENT				\$34.05				\$34.05
OTHER EXPENSES			\$288.80					\$288.80
SUBTOTAL		0.49 HR	\$289.31	\$42.84			\$0.37	\$332.52
TOTAL OPERATING EXPENSES		6.19 HR	\$351.41	\$85.59	\$20.57	\$2.28	\$240.46	\$700.30
NET OPERATING PROFIT								\$79.70
INTEREST ON OPERATING CAPITAL		(\$25.66 @	5.75%)				\$1.48
INTEREST ON EQUIPMENT INVESTMENT								\$120.01
RETURN TO LAND AND RISK								(\$41.78)
BUDGET SUMMARY								
GROSS RETURN			\$780.00					
VARIABLE OPERATING EXPENSES	\$374.25							
RETURN OVER VARIABLE EXPENSES		\$405.75	(GROSS MARGIN)					
FIXED EXPENSES	\$240.46							
NET FARM INCOME		\$165.29	(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$85.59							
NET OPERATING PROFIT		\$79.70	(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$121.48							
RETURN TO LAND AND RISK				(\$41.78)				

TABLE 7. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Actual 2018
Planting Dates: May 15 - July 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS					TOTAL
PURCHASED INPUTS								
GRASS SEED	\$2.60	15 LBS		\$39.00				\$39.00
CANAL WATER		18 AC. IN.		\$5.00				\$5.00
SUBTOTAL				\$44.00				\$44.00
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLOW	40 HP	1.31 HR		\$9.83	\$13.82	\$1.73	\$57.14	\$82.51
DISC (2X)	40 HP	1.06 HR		\$7.95	\$11.18	\$1.86	\$74.77	\$95.76
DRAG	40 HP	0.31 HR		\$2.33	\$3.27	\$0.32	\$23.63	\$29.54
DRILL	40 HP	0.41 HR		\$3.08	\$4.32	\$0.77	\$12.27	\$20.44
BORDER DISC	40 HP	0.10 HR		\$0.75	\$1.05	\$0.19	\$110.62	\$112.62
IRRIGATE (3X)		2.25 HR		\$16.88				\$16.88
SUBTOTAL		5.44 HR		\$40.80	\$33.64	\$4.88	\$278.43	\$357.75
OVERHEAD EXPENSES								
DOWNTIME		0.80 HR		\$5.98				\$5.98
EMPLOYEE BENEFITS				\$4.90				\$4.90
INSURANCE			\$0.49					\$0.49
LAND TAXES						\$0.37		\$0.37
SUPERVISION AND MANAGEMENT				\$18.79				\$18.79
SUBTOTAL		0.80 HR	\$0.49	\$29.67		\$0.37		\$30.52
TOTAL OPERATING EXPENSES		6.24 HR	\$44.49	\$70.47	\$33.64	\$4.88	\$278.79	\$432.27

TABLE 8. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Actual 2018
Harvest Dates: Year-round

ITEM	PRICE	YIELD						TOTAL	
GROSS RETURNS									
PASTURE	\$12.00	5.00 AUMS						\$60.00	
TOTAL								\$60.00	
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST		TOTAL	
ESTABLISHMENT: Principal			20 YEARS			\$21.61		\$21.61	
: Interest						\$5.44		\$5.44	
CANAL WATER			30 AC. IN.	\$5.00				\$5.00	
SUBTOTAL				\$5.00			\$27.05	\$32.05	
PREHARVEST OPERATIONS		POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
IRRIGATE (4X)			3.00 HR		\$22.50				\$22.50
SUBTOTAL			3.00 HR		\$22.50				\$22.50
OVERHEAD EXPENSES									
DOWNTIME			0.00 HR		\$0.00				\$0.00
EMPLOYEE BENEFITS					\$2.70				\$2.70
INSURANCE				\$0.27					\$0.27
LAND TAXES								\$0.37	\$0.37
SUPERVISION AND MANAGEMENT					\$3.90				\$3.90
OTHER EXPENSES				\$288.80					\$288.80
SUBTOTAL			0.00 HR	\$289.07	\$6.60			\$0.37	\$296.04
TOTAL OPERATING EXPENSES			3.00 HR	\$294.07	\$29.10	\$0.00	\$0.00	\$27.42	\$350.59
NET OPERATING PROFIT									(\$290.59)
INTEREST ON OPERATING CAPITAL			(\$2.50 @	5.75%)				\$0.14
INTEREST ON EQUIPMENT INVESTMENT									\$0.00
RETURN TO LAND AND RISK									(\$290.73)

BUDGET SUMMARY

GROSS RETURN		\$60.00	
VARIABLE OPERATING EXPENSES	\$294.07		
RETURN OVER VARIABLE EXPENSES		(\$234.07)	(GROSS MARGIN)
FIXED EXPENSES	\$27.42		
NET FARM INCOME		(\$261.49)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$29.10		
NET OPERATING PROFIT		(\$290.59)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$0.14		
RETURN TO LAND AND RISK		(\$290.73)	

TABLE 9. Field corn, flood-irrigated, budgeted per acre costs and returns for a 10 acre part-time farm, Cibola County, Actual 2018
 Planting Dates: May 25 - June 25
 Harvest Dates: October 15 - November 20

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
CORN	\$7.95	95.00 CWT						\$754.91
TOTAL								\$754.91
PURCHASED INPUTS								
	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
CORN SEED	\$3.11	10 000	\$31.13					\$31.13
CANAL WATER		30 AC. IN.	\$5.00					\$5.00
SUBTOTAL			\$36.13					\$36.13
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
PLow	40 HP	1.31 HR		\$9.83	\$13.82	\$1.73	\$57.14	\$82.51
DISC (2X)	40 HP	1.06 HR		\$7.95	\$11.18	\$1.86	\$74.77	\$95.76
DRAG	40 HP	0.31 HR		\$2.33	\$3.27	\$0.32	\$23.63	\$29.54
HAND RIDGE		10.00 HR		\$75.00				\$75.00
HAND PLANT		5.00 HR		\$37.50				\$37.50
HAND HOE		5.00 HR		\$37.50				\$37.50
IRRIGATE (3X)		2.25 HR		\$16.88				\$16.88
SUBTOTAL		24.93 HR		\$186.98	\$28.27	\$3.91	\$155.54	\$374.69
HARVEST OPERATIONS								
HAND PICK		25.00 HR		\$187.50				\$187.50
SUBTOTAL		25.00 HR		\$187.50	\$0.00	\$0.00	\$0.00	\$187.50
OVERHEAD EXPENSES								
DOWNTIME		0.67 HR		\$5.03				\$5.03
EMPLOYEE BENEFITS				\$44.94				\$44.94
INSURANCE			\$4.49					\$4.49
LAND TAXES							\$0.37	\$0.37
SUPERVISION AND MANAGEMENT				\$42.13				\$42.13
OTHER EXPENSES			\$288.80					\$288.80
SUBTOTAL		0.67 HR	\$293.29	\$92.09			\$0.37	\$385.75
TOTAL OPERATING EXPENSES		50.60 HR	\$329.42	\$466.57	\$28.27	\$3.91	\$155.90	\$984.07
NET OPERATING PROFIT								(\$229.16)
INTEREST ON OPERATING CAPITAL		(\$26.11 @	5.75%)				\$1.50
INTEREST ON EQUIPMENT INVESTMENT								\$122.10
RETURN TO LAND AND RISK								(\$352.76)
BUDGET SUMMARY								
GROSS RETURN			\$754.91					
VARIABLE OPERATING EXPENSES	\$361.60							
RETURN OVER VARIABLE EXPENSES	\$393.31	(GROSS MARGIN)						
FIXED EXPENSES	\$155.90							
NET FARM INCOME	\$237.41	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$466.57							
NET OPERATING PROFIT	(\$229.16)	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$123.60							
RETURN TO LAND AND RISK	(\$352.76)							

TABLE 10. Summary of per acre costs and returns, 10 acre part-time farm, Cibola County,
Actual 2018

	ALFALFA ESTABLISHMENT	ALFALFA HAY	PERMANENT PASTURE ESTABLISHMENT	PERMANENT PASTURE	FIELD CORN
	TONS	TONS		AUMS	CWT
PRIMARY YIELD	2.00	3.50		5.00	95.00
PRIMARY PRICE	\$180.00	\$220.00		\$12.00	\$7.95
GOVERNMENT PAYMENTS	\$0.00	\$0.00		\$0.00	\$0.00
SECOND INCOME	\$0.00	\$10.00		\$0.00	\$0.00
GROSS RETURN	\$360.00	\$780.00		\$60.00	\$754.91
CASH OPERATING EXPENSES					
SEED	\$77.50		\$39.00		\$31.13
FERTILIZER					
CHEMICALS					
CROP INSURANCE					
OTHER PURCHASED INPUTS	\$22.62	\$39.59			
CANAL WATER	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$43.77	\$20.57	\$33.64	\$0.00	\$28.27
FUEL-IRRIGATION					
REPAIRS	\$5.95	\$2.28	\$4.88	\$0.00	\$3.91
CUSTOM CHARGES	\$17.50	\$17.50			
LAND TAXES	\$0.37	\$0.37	\$0.37	\$0.37	\$0.37
OTHER EXPENSES	\$0.58	\$289.31	\$0.49	\$289.07	\$293.29
TOTAL CASH EXPENSES	\$173.29	\$374.61	\$83.38	\$294.44	\$361.96
RETURN OVER CASH EXPENSES	\$186.71	\$405.39	(\$83.38)	(\$234.44)	\$392.95
FIXED EXPENSES	\$355.44	\$240.10	\$278.43	\$27.05	\$155.54
TOTAL EXPENSES	\$528.72	\$614.71	\$361.80	\$321.49	\$517.50
NET FARM INCOME	(\$168.72)	\$165.29	(\$361.80)	(\$261.49)	\$237.41
LABOR AND MANAGEMENT COSTS	\$93.06	\$85.59	\$70.47	\$29.10	\$466.57
NET OPERATING PROFIT	(\$261.79)	\$79.70	(\$432.27)	(\$290.59)	(\$229.16)
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL	\$3.75	\$1.48		\$0.14	\$1.50
INTEREST ON EQUIPMENT INVESTMENT	\$239.10	\$120.01		\$0.00	\$122.10
TOTAL CAPITAL COSTS	\$242.85	\$121.48	\$0.00	\$0.14	\$123.60
RETURN TO LAND AND RISK	(\$504.64)	(\$41.78)	(\$432.27)	(\$290.73)	(\$352.76)

TABLE 11. Whole farm summary, Cibola County,
Actual 2018

GROSS RETURNS		
ALFALFA HAY	4 ACRES	
CROP		\$3,080
GRAZING		\$40
PASTURE	4 ACRES	
CROP		\$240
FIELD CORN	1 ACRES	
CROP		\$755
GROSS RETURN		\$4,115
CASH OPERATING EXPENSES		
SEED		\$89
FERTILIZER		\$0
CHEMICALS		\$0
CROP INSURANCE		\$0
OTHER PURCHASED INPUTS		\$170
CANAL WATER		\$50
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$149
FUEL-IRRIGATION		\$0
REPAIRS		\$18
CUSTOM CHARGES		\$79
LAND TAXES		\$4
OTHER EXPENSES		\$2,607
TOTAL CASH EXPENSES		\$3,166
RETURN OVER CASH EXPENSES		\$948
FIXED EXPENSES		\$1,253
TOTAL EXPENSES		\$4,419
NET FARM INCOME		(\$304)
LABOR AND MANAGEMENT COSTS		\$1,007
NET OPERATING PROFIT		(\$1,311)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$10
INTEREST ON EQUIPMENT INVESTMENT		\$722
TOTAL CAPITAL COSTS		\$732
RETURN TO LAND AND RISK		(\$2,043)

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$1,000 /ACRE	(\$2,343)	-5.89%
\$2,500 /ACRE	(\$2,793)	-3.52%
\$4,000 /ACRE	(\$3,243)	-2.51%
\$5,500 /ACRE	(\$3,693)	-1.95%
\$7,000 /ACRE	(\$4,143)	-1.59%
\$8,500 /ACRE	(\$4,593)	-1.35%

* 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)