TABLE 1. Acreage Summary, Dona Ana & Sierra Counties, Projected 2010

Projected 201	9
BUDGET AREA	. DONA ANA AND SIERRA COUNTIES
FARM SIZE	
IRRIGATION TYPE	FLOOD
NUMBER OF CROPS	12

		WATER	USE
PROGRAM PAYMENT PLC PAYMENT 0 ACREAGE SUMMARY:	LAND USE (ACRES)	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 WA	TER RIGHTS		3.97

* DOUBLE-CROPPED

TABLE 2. Basic cost information for Dona Ana and Sierra Counties, Projected 2019

Projected 2019				
ltem				
Labor Wage Rate:				
Equipment operators		\$/hour		\$9.45
General & Irrigators		\$/hour		\$9.45
Purchased Inputs:				
Nitrogen (N)		\$/pound		\$0.42
Phosphate (P205)		\$/pound		\$0.49
Canal water		\$/acre		\$85.00
Additional Water (over 2 acft)		\$/ac ft		\$16.00 \$1.32
Baling Wire Energy:		\$/lb		\$1.32
Butane		\$/MCF		\$2.45
Diesel fuel		\$/gallon		\$2.65
Gasoline		\$/gallon		\$2.35
Electricity (El Paso Elec)		cents/KwH	r	0.00
Natural gas (Rio Grande)		\$/MCF		\$4.11
Employee Liability Insurance		\$/\$1,000 w	ages	20.00
Employee Benefits		percent/wa	ges	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 Real Interest Rate		percent		5.50%
Real Interest Rate		percent		3.00%
Land Taxes	\$900.00	/acre (full v	alue)	\$9.44
Personal Property Tax Rate	- NR	\$/\$1,000	(Assessed	\$31.48
	- R		Value)	\$28.06
Supervision Factors		A /1.11		
Field Crop-Irrigation		\$/labor hou		\$1.00
Field Crop-Equipment & General		\$/labor hou \$/labor hou		\$0.50 \$2.90
Vegetable Crop-Irrigation Vegetable Crop-Equip. & General		\$/labor hou \$/labor hou	\$2.90 \$1.00	
vegetable Crop-Equip. & Gellelal		ψιαυσι 1100		φ1.00
Management Rate				
Field Crops		percent/GF	R	7.00%
Vegetable Crops		percent/TO	E	10.00%

TABLE 3. Overhead cost information for Dona Ana and Sierra Counties, Projected 2019

Item

Electricity (Domestic &	Shop)		\$307.20 per month	n \$3,686
Telephone			\$224.00 per month	n \$2,688
Accounting & Legal				\$3,386
Misc. Supplies & Hand	Tools			\$4,326
Pickup and Auto				
miles	25,600	@	\$0.500 per mile	\$12,800
Insurance				
- general liability (non-	-employee)			\$1,907
- fire/theft				\$2,874
Property Taxes				
- non-planted land				\$0
- other than land & ma	achinery			\$0
Fixed Costs - Pump	intenenee			\$3,915 \$1,446
Building repairs and ma				
Dues, fees, publication Farmstead Equipment	5			\$435 \$186
Familisteau Equipment				\$100
			Total	\$37,649
			Total Per Planted Acre	\$85.30

TABLE 6. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2019

Planting Dates: August 1 - Oc	tober 1							
ITEM	ITEM PRICE QUANTITY		PURCHASED INPUTS					TOTAL
PURCHASED INPUTS								
SEED PROGRAM PAYMENT PLC PAYMENT PUMP WATER* CANAL WATER	\$3.05 \$0.49 \$0.00	25.00 LBS 90.00 LBS 1.00 X/ACRE 6 AC. IN. 6.00 AC. IN.	\$76.25 \$44.10 \$0.00					\$76.25 \$44.10 \$0.00
SUBTOTAL			\$120.35				_	\$120.35
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC CHISEL PLOW DISC (2X) LASER PLANE (CUSTOM) FERTILIZE DISC & SPRAY BORDER DISC DRILL IRRIGATE (2X) SUBTOTAL	185 HP 185 HP 185 HP 185 HP 140 HP 140 HP 140 HP 140 HP 140 HP	0.14 HR 0.20 HR 0.38 HR 0.28 HR 0.05 HR 0.17 HR 0.5 HR 0.21 HR 1.50 HR	\$73.33 \$73.33	\$1.32 \$1.89 \$3.59 \$2.65 \$0.47 \$1.61 \$0.47 \$1.98 \$14.18 \$28.16	\$3.84 \$5.49 \$10.43 \$7.69 \$0.92 \$4.67 \$0.44 \$3.86 \$0.05 \$37.39	\$1.31 \$1.53 \$4.54 \$2.61 \$0.21 \$1.77 \$0.10 \$1.12 \$0.00 \$13.19	\$2.31 \$3.47 \$7.50 \$4.62 \$0.46 \$3.48 \$1.94 \$10.06 \$8.19 \$42.04	\$8.79 \$12.39 \$26.06 \$17.57 \$73.33 \$2.06 \$11.52 \$2.95 \$17.02 \$22.42 \$194.10
OVERHEAD EXPENSES							•	
DOWNTIME EMPLOYEE BENEFITS INSURANCE SUPERVISION AND MANAGEMENT		1.17 HR	\$0.56	\$11.08 \$5.07 \$24.25				\$11.08 \$5.07 \$0.56 \$24.25
SUBTOTAL		1.17 HR	\$0.56	\$40.40				\$40.96
TOTAL OPERATING EXPENSES		4.15 HR	\$194.24	\$68.56	\$37.39	\$13.19	\$42.04	\$355.42

TABLE 7. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2019

ITEM	PRICE	YIE	LD						TOTAL
GROSS RETURNS ALFALFA HAY	\$185.00	7.0	0 TONS (S	TACKED)					\$1,295.00
TOTAL								-	\$1,295.00
		RAM PAYMENT	PROGRA	M PAYMENT	PROGRAM PA	YMENT	PROGRAM P	AYMENT	
PLC PAYMENT	0			PURCHASED				FIXED	
PURCHASED INPUTS	PRICE	QUA	VTITY	INPUTS				COST	TOTAI
NITROGEN (N) PHOSPHATE (P2O5) INSECTICIDE (CUSTOM) WIRE ESTABLISHMENT: Principal : Interest PUMP WATER*	\$0.42 \$0.49 \$14.40 \$1.32	9	5 LBS 0 LBS 1 X/ACRE 0 LBS 4 YEARS 0 AC. IN.	\$14.70 \$44.10 \$14.40 \$79.19				\$88.85 \$11.06	\$14.70 \$44.10 \$14.40 \$79.19 \$88.85 \$11.06
CANAL WATER			0 AC. IN.	\$133.00					\$133.00
SUBTOTAL				\$285.39				\$99.92	\$385.30
PREHARVEST OPERATIONS	POWER UNIT		LISHMENT	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SPRAYER FERTILIZE IRRIGATE (10X)	140 HP 140 HP	0.0	1 HR 5 HR 0 HR		\$1.04 \$0.47 \$47.25	\$2.02 \$0.92 \$0.00		\$1.45 \$0.46 \$0.00	\$5.10 \$2.06 \$47.25
SUBTOTAL		5.1	6 HR		\$48.76	\$2.94	\$0.80	\$1.91	\$54.41
HARVEST OPERATIONS									
SWATHER (5X) BALER, PTO (5X) BALELOADER (CUSTOM)	14 FT 140 HP 0		5 HR 5 HR	\$53.20	\$5.20 \$9.92	\$5.46 \$19.28		\$23.75 \$12.32	\$35.16 \$46.17 \$53.20
SUBTOTAL		1.6	0 HR	\$53.20	\$15.12	\$24.74	\$5.41	\$36.07	\$134.54
OVERHEAD EXPENSES									
DOWNTIME EMPLOYEE BENEFITS INSURANCE LAND TAXES SUPERVISION AND MANAGEMEI OTHER EXPENSES	NT	0.4	3 HR	\$1.28 \$85.30	\$96.53			\$9.44	\$4.04 \$11.50 \$1.28 \$9.44 \$96.53 \$85.30
SUBTOTAL		0.4	3 HR	\$86.58	\$112.07			\$9.44	\$208.09
TOTAL OPERATING EXPENSES		7.0	3 HR	\$425.17	\$175.95	\$27.68	\$6.21	\$147.34	\$782.34
NET OPERATING PROFIT									\$512.66
INTEREST ON OPERATING CAPI INTEREST ON EQUIPMENT INVE		(\$146.1	4 @	5.50%)				\$8.04 \$17.57
RETURN TO LAND AND RISK									\$487.05

BUDGET SUMMARY

GROSS RETURN		\$1,295.00	
VARIABLE OPERATING EXPENSES	\$459.05		
RETURN OVER VARIABLE EXPENSES		\$835.95	(GROSS MARGIN)
FIXED EXPENSES	\$147.34		
NET FARM INCOME		\$688.61	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$175.95		
NET OPERATING PROFIT		\$512.66	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$25.61		
RETURN TO LAND AND RISK		\$487.05	

TABLE 8. Pima cotton, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2019

Harvest Dates: November 15 ITEM			YIEL	D						TOT!
GROSS RETURNS	PRICE		YIEL	U						TOTA
LINT	\$1.10		750.00							\$825.0
SEED PROGRAM PAYMENT	\$0.08 \$0.00		1,200.00 750.00							\$100.8 \$0.0
PLC PAYMENT	0								-	-
TOTAL										\$925.8
					PURCHASED				FIXED	
PURCHASED INPUTS	PRICE		QUAN	TITY	INPUTS				COST	TOTA
SEED	\$7.00		25	LBS	\$175.00					\$175.0
NITROGEN (N)	\$0.42		120	LBS	\$50.40					\$50.4
PHOSPHATE (P2O5) HERBICIDE	\$0.49 \$33.37			LBS X/ACRE	\$24.50 \$33.37					\$24.5 \$33.3
CROP INSURANCE	\$2.94				\$2.94					\$2.9
PUMP WATER* CANAL WATER				AC. IN. AC. IN.	\$97.00					\$97.0
SUBTOTAL				-	\$383.21				-	\$383.2
PREHARVEST OPERATIONS	POWER UNIT		ACCOMPLI RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	ΤΟΤΑ
DISC	140 HP		0.14	нр		\$1.32	\$3.84	\$1.31	\$2.31	\$8.7
CHISEL	140 HP		0.20	HR		\$1.89	\$5.49	\$1.53	\$3.47	\$12.3
PLOW	140 HP		0.38 0.14			\$3.59	\$10.43	\$4.54	\$7.50	\$26.0
DISC DISC & SPRAY	140 HP 140 HP		0.15	HR		\$1.32 \$1.42	\$3.84 \$4.12	\$1.31 \$1.56	\$2.31 \$3.07	\$8.7 \$10.1
FERTILIZE	140 HP		0.05			\$0.47	\$0.92	\$0.21	\$0.46	\$2.0
LISTER PRE-IRRIGATE	140 HP		0.18 0.75			\$1.70 \$7.09	\$4.94 \$0.00	\$1.37 \$0.00	\$3.27 \$0.00	\$11.2 \$7.0
HARROW	40 HP		0.32	HR		\$3.02	\$2.81	\$0.33	\$0.40	\$6.5
ROLLING CULT PLANTER	40 HP 140 HP		0.21 0.26			\$1.98 \$2.46	\$1.85 \$4.77	\$0.73 \$1.54	\$0.51 \$6.30	\$5.0 \$15.0
HARROW	40 HP		0.32			\$3.02	\$2.81	\$0.33	\$0.40	\$6.5
ROLLING CULT (3X)	140 HP		0.63 0.03			\$5.95	\$11.57	\$4.26	\$6.72	\$28.4
ROTO BUCK (2X) ROPEWICK	40 HP 40 HP		0.03			\$0.28 \$0.95	\$0.26 \$0.88	\$0.03 \$0.10	\$0.21 \$0.23	\$0.7 \$2.1
IRRIGATE (4X)			2.00			\$18.90	\$0.00	\$0.00	\$0.00	\$18.9
SUBTOTAL			5.86	HR		\$55.38	\$58.54	\$19.14	\$37.17	\$170.2
HARVEST OPERATIONS										
COTTON PICKER (2X)	2-ROW		1.24	HR		\$11.72	\$19.87	\$7.49	\$32.70	\$71.7
COTTON TRAILER (2X)	HALF TON		1.00	HR	£116.00	\$9.45	\$0.00	\$0.89	\$31.42	\$41.7
GIN COTTON (CUSTOM)					\$116.03					\$116.0
SUBTOTAL			2.24	HR	\$116.03	\$21.17	\$19.87	\$8.38	\$64.12	\$229.5
POSTHARVEST OPERATIONS										
SHREDDER	40 HP		0.29	HR		\$2.74	\$2.55	\$0.35	\$1.07	\$6.7
OVERHEAD EXPENSES										
			1.41	HR		\$13.32				\$13.3
EMPLOYEE BENEFITS INSURANCE					\$1.59	\$9.97				\$9. \$1.
LAND TAXES SUPERVISION AND MANAGEMENT						¢70.20			\$9.44	\$9.
OTHER EXPENSES					\$85.30	\$70.38				\$70.3 \$85.3
SUBTOTAL			1.41	HR	\$86.88	\$93.67			\$9.44	\$190.0
TOTAL OPERATING EXPENSES			9.80	HR	\$586.12	\$172.95	\$80.96	\$27.87	\$111.80	\$979.3
NET OPERATING PROFIT										-\$53.9
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTMEN	т	(\$284.21	@	5.50%)				\$15.6 \$34.6
RETURN TO LAND AND RISK										(\$104.1
*Pump water costs are shown under irrigati	on in the prehar	rvest operati	on section.							
			SUMMARY							
GROSS RETURN			\$925.80							
VARIABLE OPERATING EXPENSES RETURN OVER VARIABLE EXPENSES		\$694.95	\$230.85	(GROSS	S MARGIN)					
FIXED EXPENSES		\$111.80	Ψ <u>2</u> 00.00							
NET FARM INCOME LABOR AND MANAGEMENT COST		\$172.95	\$119.05	(RETUR	RN TO CAPITAL, LAB	OR, LAND &	RISK)			

 NE I FARM INCOME
 \$119.05
 (RE TURN TO CAPITAL, LABOR, LAND & RISK)

 LABOR AND MANAGEMENT COST
 \$172.95

 NET OPERATING PROFIT
 (\$53.90)
 (RETURN TO CAPITAL, LAND & RISK)

 CAPITAL COSTS
 \$50.29

 RETURN TO LAND AND RISK
 (\$104.19)

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,
	Projected 2019
	Planting Dates: April 15 - April 30

ITEM	PRICE		YIEL	D	BASE					TOTA
BROSS RETURNS	•• -•									
LINT SEED	\$0.73		1,000							\$730.
PROGRAM PAYMENT	\$0.08 \$0.0000		1,600 1,000		0.85					\$134. \$0.
PLC PAYMENT	\$0.0000		1,230		0.85					\$0.
	<i>Q</i> 0.0000		1,200	200	0.00				_	
TOTAL										\$864.4
					PURCHASED				FIXED	
PURCHASED INPUTS	PRICE		QUAN	ΓITY	INPUTS				COST	TOT
SEED	\$8.10		25	LBS	\$202.50					\$202.
NITROGEN (N)	\$0.42		120	LBS	\$50.40					\$50.
PHOSPHATE (P2O5)	\$0.49			LBS	\$24.50					\$24.
HERBICIDE	\$33.37			X/ACRE	\$33.37					\$33.
INSECTICIDE	\$64.72		1	X/ACRE	\$64.72					\$64.
CROP INSURANCE PUMP WATER*	\$0.34		0	AC. IN.	\$0.34					\$0.
CANAL WATER				AC. IN. AC. IN.	\$97.00					\$97.
SUBTOTAL					\$472.82				-	\$472.
	POWER	۵		SHMENT	PURCHASED		FUEL &		FIXED	
REHARVEST OPERATIONS	UNIT		RAT		INPUTS	LABOR	LUBE	REPAIRS	COST	TOT
DISC	140 HP		0.14	HR		\$1.32	\$3.84	\$1.31	\$2.31	\$8.
CHISEL	140 HP		0.20	HR		\$1.89	\$5.49	\$1.53	\$3.47	\$12.
PLOW	140 HP		0.38			\$3.59	\$10.43	\$4.54	\$7.50	\$26.
DISC	140 HP		0.14			\$1.32	\$3.84	\$1.31	\$2.31	\$8.
DISC & SPRAY	140 HP		0.17			\$1.61	\$4.67	\$1.77	\$3.48	\$11.
FERTILIZE	140 HP		0.05			\$0.47	\$0.92	\$0.21	\$0.46	\$2.
LISTER	140 HP		0.18			\$1.70	\$4.94	\$1.37	\$3.27	\$11.
PRE-IRRIGATE			0.75			\$7.09	\$0.00	\$0.00	\$0.00	\$7.
HARROW	40 HP		0.32			\$3.02	\$2.81	\$0.33	\$0.40	\$6.
ROLLING CULT	40 HP		0.21			\$1.98	\$1.85	\$0.73	\$0.51	\$5.
PLANTER	140 HP		0.26			\$2.46	\$4.77	\$1.54	\$6.30	\$15.
HARROW	40 HP		0.32 0.63			\$3.02	\$2.81	\$0.33	\$0.40	\$6.
ROLLING CULT (3X) ROTO BUCK (2X)	140 HP 40 HP		0.63			\$5.95	\$11.57 \$0.26	\$4.26 \$0.03	\$6.72 \$0.21	\$28. \$0.
ROPEWICK	40 HP		0.03			\$0.28 \$0.95	\$0.20	\$0.03	\$0.21	\$0. \$2.
IRRIGATE (4X)	4011		2.00			\$18.90	\$0.00	\$0.00	\$0.00	\$18.9
SUBTOTAL			5.88	HR		\$55.57	\$59.09	\$19.35	\$37.58	\$171.
ARVEST OPERATIONS										
COTTON PICKER (2X)	2-ROW		1.24	HR		\$11.72	\$19.87	\$7.49	\$32.70	\$71.
COTTON TRAILER (2X) GIN COTTON (CUSTOM)	HALF TON		1.00		\$128.30	\$9.45	\$0.00	\$0.89	\$31.42	\$41. \$128.
		_	2.24	ЦD		\$21.17	¢10.97	¢0.00	\$64.10	\$241.
SUBTOTAL			2.24	пк	\$128.30	φ21.17	\$19.87	\$8.38	\$64.12	φ 24 1.
OSTHARVEST OPERATIONS										
SHREDDER	40 HP		0.29	HR		\$2.74	\$2.55	\$0.35	\$1.07	\$6.
VERHEAD EXPENSES										
DOWNTIME			1.42	HR		\$13.37				\$13.
EMPLOYEE BENEFITS						\$14.31				\$14.
INSURANCE					\$1.59					\$1.
LAND TAXES SUPERVISION AND MANAGEME	ENT					\$66.09			\$9.44	\$9. \$66.
OTHER EXPENSES		_			\$85.30	A				\$85.
SUBTOTAL		_	1.42	HR	\$86.89	\$93.77			\$9.44	\$190.
OTAL OPERATING EXPENSES			9.83	HR	\$688.01	\$173.24	\$81.51	\$28.07	\$112.21	\$1,083.
ET OPERATING PROFIT										-\$218.
INTEREST ON OPERATING CAR INTEREST ON EQUIPMENT INV		(\$269.79	@	5.50%)				\$14. \$34.

GROSS RETURN		\$864.40	
VARIABLE OPERATING EXPENSES	\$797.60		
RETURN OVER VARIABLE EXPENSES		\$66.80	(GROSS MARGIN)
FIXED EXPENSES	\$112.21		
NET FARM INCOME		(\$45.41)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$173.24		
NET OPERATING PROFIT		(\$218.65)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$49.65		
RETURN TO LAND AND RISK		(\$268.30)	

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,
	Projected 2019
	Blanding Determined July 4.

ITEM	PRICE		YIEL	D						ΤΟΤΑ
GROSS RETURNS										
GRAIN SORGHUM PROGRAM PAYMENT	\$6.33 \$0.00		40.00 40.00	CWT						\$253.00 \$0.00
PLC PAYMENT	\$0.00			CWT						\$0.00
TOTAL										\$253.00
PURCHASED INPUTS	PRICE		QUAN	TITV	PURCHASED INPUTS				FIXED COST	τοτα
									0001	
SEED HERBICIDE	\$2.05 \$22.23			LBS X/ACRE	\$20.50 \$22.23					\$20.50 \$22.23
INSECTICIDE	\$33.37			X/ACRE	\$33.37					\$33.3
PUMP WATER*			0	AC. IN.						
CANAL WATER	£0.04		24	AC. IN.	\$85.00					\$85.00
CROP INSURANCE SUBTOTAL	\$2.94				\$2.94 \$164.04					\$2.94 \$164.04
PREHARVEST OPERATIONS	POWER UNIT		ACCOMPLI RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	τοτα
DISC	140 HP		0.14	HR		\$1.32	\$2.57	\$1.12	\$1.59	\$6.61
CHISEL	140 HP		0.20			\$1.89	\$3.67	\$1.26	\$2.45	\$9.28
DISC & SPRAY	140 HP		0.17			\$1.61	\$3.12	\$1.54	\$2.61	\$8.88
LISTER PLANTER	140 HP 140 HP		0.18 0.26			\$1.70 \$2.46	\$3.31 \$4.77	\$1.13 \$1.54	\$2.35 \$6.30	\$8.48 \$15.07
ROTO BUCK (3X)	40 HP		0.20			\$0.43	\$0.40	\$0.05	\$0.30	\$1.18
ROLLING CULT (2X)	40 HP		0.42			\$3.97	\$3.69	\$1.47	\$1.03	\$10.15
IRRIGATE (4X)			2.00	HR		\$18.90	\$0.00	\$0.00	\$0.00	\$18.90
SUBTOTAL		-	3.42	HR		\$32.27	\$21.53	\$8.10	\$16.64	\$78.55
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	\$0.00	\$16.80
POSTHARVEST OPERATIONS										
SHREDDER	40 HP		0.29	HR		\$2.74	\$2.55	\$0.35	\$1.07	\$6.71
OVERHEAD EXPENSES										
DOWNTIME			0.43	HR		\$4.03				\$4.03
EMPLOYEE BENEFITS			0.40	THX .		\$6.30				\$6.30
INSURANCE					\$0.70					\$0.70
						¢40.00			\$9.44	\$9.44
SUPERVISION AND MANAGEMENT OTHER EXPENSES					\$85.30	\$19.83				\$19.83 \$85.30
SUBTOTAL			0.43	HR	\$86.00	\$30.16			\$9.44	\$125.61
TOTAL OPERATING EXPENSES			4.13	HR	\$266.84	\$65.18	\$24.08	\$8.45	\$27.15	\$391.71
NET OPERATING PROFIT										(\$138.71
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTMEN	ΙT	(\$91.56	@	5.50%)				\$5.04 \$8.06
RETURN TO LAND AND RISK										(\$151.80
*Pump water costs are shown under irrigati	ion in the prel		ation section. SUMMARY							
GROSS RETURN			\$253.00							
VARIABLE OPERATING EXPENSES RETURN OVER VARIABLE EXPENSES		\$299.38 \$27.15	(\$46.38)	(GROS	S MARGIN)					

RETURN OVER VARIABLE EXPENSES		(\$46.38)	(GROSS MARGIN)
FIXED EXPENSES	\$27.15		
NET FARM INCOME		(\$73.53)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$65.18		
NET OPERATING PROFIT		(\$138.71)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$13.09		
RETURN TO LAND AND RISK		(\$151.80)	

TABLE 11.	Spring lettuce, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties,
	Projected 2019
	Planting Dates: January 1 - February 1

\$6.21 PRICE \$1.98 \$0.42	475 QUANT	CARTO	NS					\$2,949.75
PRICE \$1.98								φ2,0 1017 0
\$1.98	QUANT							\$2,949.75
\$1.98	QUANT							φ <u>2</u> ,949.75
		ITY	PURCHASED INPUTS				FIXED COST	ΤΟΤΑ
\$0.49 \$37.03	250 175 3	LBS LBS LBS X/ACRE AC. IN.	\$7.92 \$105.00 \$85.75 \$111.09					7.92\$ \$105.00 \$85.75 \$111.09
	14	AC. IN.	\$85.00					\$85.00
			\$394.76					\$394.76
POWER	ACCOMPLIS	HMENT	PURCHASED		FUEL &		FIXED	
UNIT			INPUTS	LABOR	LUBE	REPAIRS	COST	TOTA
140 HP 140 HP 140 HP 140 HP	0.20 0.38	HR HR		\$1.32 \$1.89 \$3.59 \$2.65	\$2.57 \$3.67 \$6.98 \$5.14	\$1.12 \$1.26 \$4.03 \$2.24	\$1.59 \$2.45 \$5.56 \$3.19	\$6.61 \$9.28 \$20.15 \$13.22
140 HP 140 HP 140 HP	0.05 0.14	HR HR	\$73.33	\$0.47 \$1.32	\$0.92 \$2.57 \$3.31	\$0.21 \$1.12	\$0.46 \$1.59 \$2.35	\$73.33 \$2.06 \$6.61 \$8.48
40 HP 140 HP 140 HP 40 HP	0.21 0.26 0.66	HR HR HR		\$7.09 \$1.98 \$2.46 \$6.24 \$1.08	\$0.02 \$1.85 \$4.77 \$12.12	\$0.00 \$0.73 \$1.30 \$4.66 \$0.73	\$2.43 \$0.51 \$4.50 \$7.60	\$9.53 \$5.08 \$13.03 \$30.62 \$5.08
40 HP	0.12	HR	\$120.00 \$5.00	\$1.13 \$37.80	\$1.05 \$1.05 \$0.13	\$0.13 \$0.00	\$0.83 \$19.41	\$120.00 \$120.00 \$5.00 \$3.15 \$57.34
	7.58	HR	\$198.33	\$71.63	\$46.95	\$18.66	\$52.98	\$388.55
			\$878.75 \$403.75 \$142.50 \$272.85					\$878.75 \$403.75 \$142.50 \$272.85
	0.00	HR	\$1,697.85	\$0.00	\$0.00	\$0.00	\$0.00	\$1,697.85
	0.71	HR	\$1.43 \$85.30	\$6.69 \$12.89 \$106.51			\$9.44	\$6.69 \$12.89 \$1.43 \$9.44 \$106.51 \$85.30
	0.71	HR	\$86.73	\$126.09			\$9.44	\$222.27
	8.29	HR	\$2,377.67	\$197.72	\$46.95	\$18.66	\$62.43	\$2,703.43
								\$246.32
	(\$404.85	@	5.50%)				\$22.27 \$27.59
								\$196.47
	140 HP 140 HP 140 HP 140 HP 140 HP 140 HP 140 HP 140 HP 40 HP 40 HP 40 HP	14 POWER ACCOMPLIS UNIT RATT 140 HP 0.14 140 HP 0.20 140 HP 0.28 140 HP 0.28 140 HP 0.38 140 HP 0.14 140 HP 0.14 140 HP 0.14 140 HP 0.21 1 1	14 AC. IN. POWER ACCOMPLISHMENT UNIT RATE 140 HP 0.14 HR 140 HP 0.20 HR 140 HP 0.28 HR 140 HP 0.28 HR 140 HP 0.28 HR 140 HP 0.14 HR 140 HP 0.21 HR 140 HP 0.21 HR 140 HP 0.26 HR 140 HP 0.21 HR 1	14 ACCOMPLISHMENT PURCHASED INPUTS 140 HP 0.14 HR 140 HP PURCHASED INPUTS 140 HP 0.14 HR 140 HP S8 HR 0.20 HR 140 HP 140 HP 0.38 HR 140 HP S73.33 140 HP 0.05 HR 0.14 HR 140 HP \$73.33 140 HP 0.05 HR 0.14 HR 140 HP \$73.33 140 HP 0.14 HR 0.15 HR 140 HP \$73.33 140 HP 0.14 HR 0.26 HR 140 HP \$75.5 HR 0.26 HR 140 HP 140 HP 0.26 HR 0.21 HR 140 HP \$120.00 \$5.00 40 HP 0.12 HR 0.21 HR 140 HP \$120.00 \$5.00 40 HP 0.12 HR 0.12 HR 4.00 HR \$120.00 \$5.00 40 HP 0.12 HR 0.00 HR \$198.33 5878.75 \$142.50 \$142.50 0.71 HR \$1.697.85 0.71 HR \$1.43 \$85.30 \$1.43 \$85.30 \$1.43 \$85.30 \$1.43 \$85.30 \$1.43 \$85.30 \$1.43 \$85.30 \$1.43 \$85.30 \$1.43	14 AC. IN. \$85.00 POWER UNIT ACCOMPLISHMENT RATE PURCHASED INPUTS LABOR 140 HP 0.14 HR \$1.32 140 HP 0.20 HR \$3.59 140 HP 0.28 HR \$3.59 140 HP 0.28 HR \$73.33 140 HP 0.14 HR \$1.32 140 HP 0.12 HR \$1.33 140 HP 0.26 HR \$2.46 140 HP 0.21 HR \$1.33 140 HP 0.21 HR \$1.37 140 HP 0.21 HR \$1.32 140 HP 0.12 HR \$1.32 140 HP 0.12 HR \$1.43 \$20.00 \$272.85 \$1.43	14 AC: IN. \$85.00 VINT ACCOMPLISHMENT PURCHASED FUEL & INPUTS LABOR FUEL & LUBE 140 HP 0.14 HR \$1.32 \$2.57 140 HP 0.20 HR \$1.32 \$2.57 140 HP 0.20 HR \$3.59 \$6.98 140 HP 0.28 HR \$73.33 \$0.47 \$0.92 140 HP 0.05 HR \$73.33 \$0.47 \$0.92 140 HP 0.14 HR \$1.32 \$2.57 \$1.09 \$3.31 140 HP 0.16 HR \$1.70 \$3.31 \$1.70 \$3.31 140 HP 0.16 HR \$1.70 \$3.31 \$1.70 \$3.31 140 HP 0.21 HR \$1.98 \$1.85 \$1.98 \$1.85 40 HP 0.21 HR \$120.00 \$5.00 \$0.13 40 HP 0.12 HR \$198.33 \$71.63 \$46.95 0.00 HR \$1.697.85 \$0.00 \$0.00 0.71 HR \$86.30 \$106.51 \$1.85	14 AC. IN. \$85.00 POWER ACCOMPLISHMENT PURCHASED LABOR FUEL & LUBE REPAIRS 140 HP 0.14 HR \$1.32 \$2.57 \$1.12 140 HP 0.20 HR \$1.39 \$3.67 \$1.26 140 HP 0.28 HR \$3.59 \$6.69 \$4.03 140 HP 0.05 HR \$1.32 \$2.57 \$1.12 140 HP 0.05 HR \$3.33 \$0.47 \$0.92 \$0.21 140 HP 0.14 HR \$1.32 \$2.57 \$1.13 140 HP 0.14 HR \$1.32 \$2.57 \$1.13 140 HP 0.16 HR \$1.09 \$0.21 \$1.00 140 HP 0.21 HR \$1.08 \$1.12 \$4.68 140 HP 0.21 HR \$1.20.00 \$1.13 \$1.05 \$0.13 140 HP 0.21 HR \$120.00 \$1.13 \$1.05 \$0.13 5142.50 \$1.43 \$1.26 \$1.43 <	14 AC. IN. \$85.00 POWER ACCOMPLISHMENT PURCHASED LABOR FUEL & REPAIRS COST 140 HP 0.14 HR \$1.32 \$2.57 \$1.12 \$2.57 \$1.12 \$2.57 \$1.12 \$2.45 \$2.46 \$2.57 \$1.12 \$2.45 \$2.44 \$3.19 \$2.65 \$5.14 \$2.24 \$3.19 \$2.65 \$5.14 \$2.24 \$3.19 \$2.65 \$5.14 \$2.24 \$3.19 \$2.65 \$5.14 \$2.24 \$3.132 \$2.57 \$1.13 \$2.25 \$5.14 \$2.24 \$3.19 \$3.67 \$0.92 \$0.02 \$2.01 \$5.06 140 HP 0.16 HR \$7.33 \$0.47 \$5.02 \$5.01 \$5.02 \$1.13 \$2.25 \$5.11 \$5.02 \$5.03 \$5.02 \$5.03 \$5.03 \$5.02 \$5.04 \$5.00 \$5.02 \$5.04 \$5.03 \$5.05 \$5.03 \$5.03 \$5.03 \$5.03 \$5.05 \$5.01 \$5.00 \$5.03 \$5.03 \$5.03

VARIABLE OPERATING EXPENSES RETURN OVER VARIABLE EXPENSES FIXED EXPENSES NET FARM INCOME LABOR AND MANAGEMENT COST NET OPERATING PROFIT CAPITAL COSTS RETURN TO LAND AND RISK \$62.43 \$197.72

\$49.85

\$196.47

\$506.47 (GROSS MARGIN) \$444.04 (RETURN TO CAPITAL, LABOR, LAND & RISK) \$246.32 (RETURN TO CAPITAL, LAND & RISK)

TABLE 12. Fall lettuce, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2019

ITEM	PRICE		YIEL	D						τοτα
GROSS RETURNS FALL LETTUCE	\$5.94		500	CARTON	s					\$2,970.00
TOTAL	ψ 0 .5 4		500	CARTON	0					\$2,970.00
TOTAL										φ2,070.00
PURCHASED INPUTS	PRICE		QUAN	TITY	PURCHASED INPUTS				FIXED COST	τοτα
SEED	\$1.98		4	LBS	\$7.92					\$7.92
NITROGEN (N)	\$0.42		250	LBS	\$105.00					\$105.00
PHOSPHATE (P205) HERBICIDE	\$0.49 \$18.55			LBS X/ACRE	\$73.50 \$18.55					\$73.50 \$18.55
INSECTICIDE	\$231.73			X/ACRE	\$231.73					\$231.73
PUMP WATER* CANAL WATER				AC. IN. AC. IN.	\$46.67					\$46.67
SUBTOTAL					\$483.37					\$483.37
PREHARVEST OPERATIONS	POWER UNIT		ACCOMPLI RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	τοτα
DISC	140 HP		0.14			\$1.32	\$2.57	\$1.12	\$1.59	\$6.61
CHISEL	140 HP		0.20			\$1.89	\$3.67	\$1.26	\$2.45	\$9.28
PLOW	140 HP 140 HP		0.38			\$3.59	\$6.98	\$4.03	\$5.56	\$20.15
DISC (2X) LASER PLANE (CUSTOM)	140 HP		0.28	пк	\$72.50	\$2.65	\$5.14	\$2.24	\$3.19	\$13.22 \$72.50
FERTILIZE	140 HP		0.05			\$0.47	\$0.92	\$0.21	\$0.46	\$2.06
DISC & SPRAY LISTER	140 HP 140 HP		0.17 0.18			\$1.61 \$1.70	\$3.12 \$3.31	\$1.54 \$1.13	\$2.61 \$2.35	\$8.88 \$8.48
PRE-IRRIGATE			0.75	HR		\$7.09	\$0.00	\$0.00	\$0.00	\$7.09
ROLLING CULT VEG-PLANT SHAPER	40 HP 140 HP		0.21 0.26			\$1.98 \$2.46	\$1.85 \$4.77	\$0.73 \$1.30	\$0.51 \$4.50	\$5.08 \$13.03
CULT & SIDEDRESS (2X)	140 HP		0.20			\$6.24	\$12.12	\$4.66	\$7.60	\$30.62
ROLLING CULT (3X) THIN & HOE (CUSTOM)	40 HP		0.63	HR	£160.00	\$5.95	\$5.54	\$2.20	\$1.54	\$15.23
DUSTER (CUSTOM)					\$160.00 \$15.00					\$160.00 \$15.00
ROTO BUCK (8X) IRRIGATE (8X)	40 HP		0.12 4.00			\$1.13 \$37.80	\$1.05 \$0.00	\$0.13 \$0.00	\$0.83 \$0.00	\$3.15 \$37.80
SUBTOTAL		-	8.03	HR	\$247.50	\$75.88	\$51.04	\$20.55	\$33.19	\$428.16
HARVEST OPERATIONS										
HARVEST (CUSTOM)					\$925.00					\$925.00
CARTONS (CUSTOM) HAUL (CUSTOM)					\$425.00 \$150.00					\$425.00 \$150.00
BROKERAGE (CUSTOM)					\$274.73					\$274.73
SUBTOTAL		-			\$1,774.73					\$1,774.73
OVERHEAD EXPENSES										
DOWNTIME			0.82	HR		\$7.75				\$7.75
EMPLOYEE BENEFITS					¢4.50	\$13.66				\$13.66
INSURANCE LAND TAXES					\$1.52				\$9.44	\$1.52 \$9.44
SUPERVISION AND MANAGEMEN OTHER EXPENSES	NT				\$85.30	\$71.64				\$71.64 \$85.30
SUBTOTAL		-	0.82	HR	\$86.82	\$93.05			\$9.44	\$189.31
TOTAL OPERATING EXPENSES		-	8.85	HR	\$2,592.41	\$168.93	\$51.04	\$20.55	\$42.63	\$2,875.56
NET OPERATING PROFIT										\$94.44
INTEREST ON OPERATING CAPI INTEREST ON EQUIPMENT INVE		(\$469.35	@	5.50%)				\$25.81 \$15.33
RETURN TO LAND AND RISK										\$53.30
*Pump water costs are shown unde	r irrigation in the prehar	vest operati BUDGET \$								
GROSS RETURN			\$2,970.00							
VARIABLE OPERATING EXPENSE RETURN OVER VARIABLE EXPENS		\$2,664.00	\$306.00	(CPOP)	S MARGIN)					
FIXED EXPENSES	20	\$42.63	4300.00	(GRUS	J WANGIN)					
NET FARM INCOME LABOR AND MANAGEMENT COST		\$168.93	\$263.37	(RETUR	RN TO CAPITAL, L	ABOR, LANE	0 & RISK)			
NET OPERATING PROFIT CAPITAL COSTS		\$41.14	\$94.44	(RETUF	RN TO CAPITAL, L	AND & RISK)			

TABLE 13.	Corn Silage, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties,
	Projected 2019

Projected 2019 Planting Dates: January 1 Harvest Dates: July 1 - Ju	- January 15 Ily 15									
ITEM	PRICE		YIEI	D						TOTAL
GROSS RETURNS CORN SILAGE	\$35.00		30.00	TONS						\$1,050.00
TOTAL										\$1,050.00
					PURCHASED				FIXED	
PURCHASED INPUTS	PRICE		QUAN	TITY	INPUTS				COST	TOTAL
SEED NITROGEN (N)	\$3.06 \$0.42			LBS LBS	\$67.38 \$126.00					\$67.38 \$126.00
PHOSPHATE (P205) ROUNDUP	\$0.49 \$15.00		0	LBS X/ACRE	\$0.00 \$30.00					\$0.00 \$30.00
PUMP WATER*	¢10100			AC. IN.	<i>\\</i> 00.00					<i>Q</i> OOOOO
CANAL WATER CROP INSURANCE	\$2.94			AC. IN.	\$93.00 \$2.94					\$93.00 \$2.94
SUBTOTAL					\$319.32					\$319.32
	POWER		ACCOMPLI	SHMENT	PURCHASED		FUEL &		FIXED	
PREHARVEST OPERATIONS	UNIT		RAT	E	INPUTS	LABOR	LUBE	REPAIRS	COST	TOTAL
DISC CHISEL	140 HP 140 HP		0.14 0.20			\$1.32 \$1.89	\$2.57 \$3.67	\$1.12 \$1.26	\$1.59 \$2.45	\$6.61 \$9.28
FERTILIZE DISC	140 HP 140 HP		0.05 0.17	HR		\$0.47 \$1.61	\$0.92 \$3.12	\$0.21 \$1.54	\$0.46 \$2.61	\$2.06 \$8.88
BORDER DISC	40 HP		0.05	HR		\$0.47	\$0.44	\$0.10	\$1.94	\$2.95
DRILL IRRIGATE (4X)	140 HP		0.21 2.00			\$1.98 \$18.90	\$3.86 \$0.05	\$1.12 \$0.00	\$10.06 \$8.19	\$17.02 \$27.14
SUBTOTAL			2.82	HR		\$26.65	\$14.63	\$5.36	\$27.30	\$73.94
HARVEST OPERATIONS										
CUT AND HAUL (DAIRY OWNED)					\$10.00					\$10.00
SUBTOTAL					\$10.00					\$10.00
POSTHARVEST OPERATIONS										
OVERHEAD EXPENSES										
DOWNTIME			0.21	HR		\$1.94				\$1.94
EMPLOYEE BENEFITS					\$0.53	\$4.80				\$4.80 \$0.53
LAND TAXES SUPERVISION AND MANAGEMENT						\$75.91			\$9.44	\$9.44 \$75.91
OTHER EXPENSES					\$85.30	-				\$85.30
			3.03		\$85.83	\$82.64 \$109.29	¢14.00	¢5.00	\$9.44	\$177.92
TOTAL OPERATING EXPENSES			3.03	нк	\$415.15	\$109.29	\$14.63	\$5.36	\$36.74	\$581.17 \$468.83
INTEREST ON OPERATING CAPITAL		(\$165.49	@	5.50%)				\$9.10
	ENT									\$12.94
RETURN TO LAND AND RISK										\$446.78
*Pump water costs are shown under irrig	ation in the pren		SUMMARY							
		¢405.4.1	\$1,050.00							
VARIABLE OPERATING EXPENSES RETURN OVER VARIABLE EXPENSES		\$435.14	\$614.86	(GROS	S MARGIN)					
FIXED EXPENSES NET FARM INCOME		\$36.74	\$578.12	(RETUR	RN TO CAPITAL, L	ABOR. LANI	D & RISK)			
LABOR AND MANAGEMENT COST NET OPERATING PROFIT		\$109.29	\$468.83		RN TO CAPITAL, L					
CAPITAL COSTS		\$22.05		(REI UP	IN TO CAPITAL, L		- J			
RETURN TO LAND AND RISK			\$446.78							

TABLE 14. Fall onions, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Designed 2010

ITEM	PRICE		YIEL	.D						TOTA
GROSS RETURNS FALL ONIONS	\$7.87		1,200.00	SACKS						\$9,444.00
TOTAL										\$9,444.00
lone										
URCHASED INPUTS	PRICE		QUAN	TITY	PURCHASED INPUTS				FIXED COST	τοτα
SEED	\$100.00		6	LBS	\$600.00					\$600.00
NITROGEN (N) PHOSPHATE (P2O5)	\$0.42 \$0.49			LBS LBS	\$252.00 \$122.50					\$252.00 \$122.50
HERBICIDE	\$22.23		2	X/ACRE	\$44.47					\$44.47
INSECTICIDE PUMP WATER*	\$75.83			X/ACRE AC. IN.	\$151.65					\$151.65
CANAL WATER			50	AC. IN.	\$119.67					\$119.67
SUBTOTAL					\$1,290.29					\$1,290.29
REHARVEST OPERATIONS	POWER UNIT		ACCOMPLI RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	τοτα
DISC	140 HP		0.14	HR		\$1.32	\$2.57	\$1.12	\$1.59	\$6.61
CHISEL PLOW	140 HP 140 HP		0.20 0.38			\$1.89 \$3.59	\$3.67 \$6.98	\$1.26 \$4.03	\$2.45 \$5.56	\$9.28 \$20.15
DISC (2X)	140 HP		0.30			\$2.65	\$5.14	\$2.24	\$3.19	\$13.22
LASER PLANE (CUSTOM) FERTILIZE	140 HP		0.05	HR	\$73.33	\$0.47	\$0.92	\$0.21	\$0.46	\$73.33 \$2.06
DISC & SPRAY LISTER	140 HP 140 HP		0.17			\$1.61 \$1.70	\$3.12 \$3.31	\$1.54	\$2.61 \$2.35	\$8.88 \$8.48
PRE-IRRIGATE			0.18 0.75	HR		\$7.09	\$0.00	\$1.13 \$0.00	\$0.58	\$7.6
ROD WEEDER ROLLING CULT	40 HP 40 HP		0.08 0.21			\$0.76 \$1.98	\$0.70 \$1.85	\$0.14 \$0.73	\$1.58 \$0.51	\$3.18 \$5.08
VEG PLANT-SHAPER	140 HP		0.26	HR		\$2.46	\$4.77	\$1.30	\$4.50	\$13.03
CULT & SIDEDRESS (4X) ROLLING CULT (2X)	140 HP 40 HP		1.32 0.42			\$12.47 \$3.97	\$24.24 \$3.69	\$9.31 \$1.47	\$15.21 \$1.03	\$61.23 \$10.15
THIN & HOE (CUSTOM) ROTO BUCK (9X)	40 HP		0.14	цр	\$120.00	\$1.28	\$1.19	\$0.14	\$0.94	\$120.00 \$3.54
IRRIGATE (13X)	40 FF		6.50			\$61.43	\$0.05	\$0.00	\$0.94 \$7.60	\$69.08
SUBTOTAL			11.08	HR	\$193.33	\$104.66	\$62.21	\$24.63	\$50.15	\$434.97
ARVEST OPERATIONS										
ONION KNIVES HARVEST & HAUL (CUSTOM)	80 HP		0.27	HR	\$1,320.00	\$2.55	\$4.96	\$1.41	\$4.28	\$13.20
BAG RENTAL					\$120.00					\$1,320.00 \$120.00
FIELD LOAD (CUSTOM) PROCESSING (CUSTOM)					\$0.00 \$2,280.00					\$0.00 \$2,280.00
CONTAINER CHARGE					\$480.00					\$480.00
BROKERAGE (CUSTOM)					\$849.96					\$849.96
SUBTOTAL			0.27	HR	\$5,049.96	\$2.55	\$4.96	\$1.41	\$4.28	\$5,063.16
VERHEAD EXPENSES										
DOWNTIME EMPLOYEE BENEFITS			1.02	HR		\$9.67 \$18.84				\$9.67 \$18.84
INSURANCE					\$2.09	¢10.01				\$2.09
LAND TAXES SUPERVISION AND MANAGEMENT						\$211.50			\$9.44	\$9.44 \$211.50
OTHER EXPENSES					\$85.30					\$85.30
SUBTOTAL			1.02	HR	\$87.39	\$240.01			\$9.44	\$336.85
OTAL OPERATING EXPENSES			12.37	HR	\$6,620.97	\$347.22	\$67.17	\$26.03	\$63.87	\$7,125.27
		,	¢1 100 00	0	5 500/	,				\$2,318.73
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTME	NT	(\$1,136.02	@	5.50%)				\$62.48 \$25.09
ETURN TO LAND AND RISK										\$2,231.16
*Pump water costs are shown under irrigat	ion in the preharv		on section. SUMMARY							
ROSS RETURN			\$9.444.00							
VARIABLE OPERATING EXPENSES		\$6,714.17								
ETURN OVER VARIABLE EXPENSES		\$63.87	\$2,729.83	(GROS	S MARGIN)					
ET FARM INCOME			\$2,665.96	(RETUR	RN TO CAPITAL, LA	BOR, LAND	& RISK)			
LABOR AND MANAGEMENT COST ET OPERATING PROFIT		\$347.22	\$2,318.73	(RETUR	N TO CAPITAL, LA	ND & RISK)				
CAPITAL COSTS		\$87.57								

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,
	Projected 2019
	Planting Dates: January 1 - January 31

ITEM	PRICE	YIE	LD						TOTA
	\$8.24	675.0	SACKS						¢5 560 0
MIDSEASON YELLOWS	\$0.24	675.00	SACKS						\$5,562.00
TOTAL									\$5,562.00
				PURCHASED				FIXED	
PURCHASED INPUTS	PRICE	QUAN	ITITY	INPUTS				COST	TOTA
SEED	\$150.00		4 LBS	\$600.00					\$600.0
NITROGEN (N) PHOSPHATE (P205)	\$0.42 \$0.49) LBS) LBS	\$189.00 \$88.20					\$189.0 \$88.2
HERBICIDE	\$64.72		X/ACRE						\$64.7
INSECTICIDE	\$75.87		I X/ACRE	\$75.87					\$75.8
PUMP WATER* CANAL WATER			6 AC. IN. 2 AC. IN.	\$100.00					¢100.0
CANAL WATER		4.	: AC. IN.	\$109.00					\$109.0
SUBTOTAL				\$1,126.78					\$1,126.78
	POWER			PURCHASED		FUEL &		FIXED	
PREHARVEST OPERATIONS	UNIT	RA	TE	INPUTS	LABOR	LUBE	REPAIRS	COST	TOTA
DISC	140 HP		1 HR		\$1.32	\$2.57	\$1.12 \$1.26	\$1.59	\$6.6 ⁻
CHISEL PLOW	140 HP 140 HP) HR 3 HR		\$1.89 \$3.59	\$3.67 \$6.98	\$1.26 \$4.03	\$2.45 \$5.56	\$9.2 \$20.1
DISC (2X)	140 HP		3 HR		\$2.65	\$5.14	\$2.24	\$3.19	\$13.2
LASER PLANE (CUSTOM)				\$73.33					\$73.3
FERTILIZE DISC & SPRAY	140 HP 140 HP		5 HR 7 HR		\$0.47 \$1.61	\$0.92 \$3.12	\$0.21	\$0.46 \$2.61	\$2.0 \$8.8
LISTER	140 HP		B HR		\$1.01	\$3.12	\$1.54 \$1.13	\$2.61	эо.о \$8.4
PRE-IRRIGATE			5 HR		\$7.09	\$0.00	\$0.00	\$0.68	\$7.7
ROD WEEDER	40 HP		3 HR		\$0.76	\$0.70	\$0.14	\$1.58	\$3.1
ROLLING CULT VEG PLANT-SHAPER	40 HP 140 HP		I HR 3 HR		\$1.98 \$2.46	\$1.85 \$4.77	\$0.73 \$1.30	\$0.21 \$4.50	\$4.7 \$13.0
CULT & SIDEDRESS (3X)	140 HP		HR		\$9.36	\$18.18	\$6.98	\$11.40	\$45.9
ROLLING CULT (2X)	40 HP		2 HR		\$3.97	\$3.69	\$1.47	\$1.03	\$10.1
HOE (CUSTOM) ROTO BUCK (9X)	40 HP	0.1		\$120.00	¢1 00	¢1 10	¢0.14	¢0.04	\$120.0
IRRIGATE (11X)	40 HP		1 HR) HR		\$1.28 \$51.98	\$1.19 \$0.05	\$0.14 \$0.00	\$0.94 \$7.51	\$3.54 \$59.53
SUBTOTAL		9.75	5 HR	\$193.33	\$92.09	\$56.15	\$22.30	\$46.04	\$409.91
HARVEST OPERATIONS									
ONION KNIVES	140 HP	0.2	7 HR		\$2.55	\$4.96	\$1.41	\$4.28	\$13.20
HARVEST & HAUL (CUSTOM)				\$742.50	+=	•	• · · · ·	•	\$742.5
BAG RENTAL				\$67.50					\$67.5
FIELD LOAD PROCESSING				0.00\$ \$1,282.50\$					0.0 \$1,282.5
CONTAINER CHARGE				\$270.00					\$270.0
BROKERAGE (CUSTOM)				\$500.58					\$500.5
SUBTOTAL		0.2	7 HR	\$2,863.08	\$2.55	\$4.96	\$1.41	\$4.28	\$2,876.2
OVERHEAD EXPENSES									
DOWNTIME		0.40	HR		\$3.76				\$3.7
EMPLOYEE BENEFITS				* 4 • • •	\$17.04				\$17.0
INSURANCE LAND TAXES				\$1.89				\$9.44	\$1.8 \$9.4
SUPERVISION AND MANAGEMENT OTHER EXPENSES				\$85.30	\$188.62			\$ 0.11	\$188.6 \$85.3
SUBTOTAL		0.40) HR	\$87.19	\$209.41			\$9.44	\$306.0
TOTAL OPERATING EXPENSES		10.4	I HR	\$4,270.38	\$304.06	\$61.11	\$23.71	\$59.77	\$4,719.0
NET OPERATING PROFIT									\$842.9
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTME	ENT	(\$869.93	@	5.50%)				\$47.8 \$23.7
RETURN TO LAND AND RISK									\$771.4
									÷

GROSS RETURN		\$5,562.00	
VARIABLE OPERATING EXPENSES	\$4,355.20		
RETURN OVER VARIABLE EXPENSES		\$1,206.80	(GROSS MARGIN)
FIXED EXPENSES	\$59.77		, , , , , , , , , , , , , , , , , , ,
NET FARM INCOME		\$1,147.04	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$304.06		
NET OPERATING PROFIT		\$842.98	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$71.58		
RETURN TO LAND AND RISK		\$771.41	

Harvest Dates: August 1 -	August 15								
ITEM	PRICE	YIEI	D						ΤΟΤΑ
GROSS RETURNS									
SWEET SPANISH	\$7.41	825.00	SACKS						\$6,113.25
TOTAL									\$6,113.25
PURCHASED INPUTS	PRICE	QUAN	TITY	PURCHASED INPUTS				FIXED COST	TOTA
SEED	\$179.00	4	LBS	\$716.00					\$716.00
NITROGEN (N)	\$0.42		LBS	\$189.00					\$189.00
PHOSPHATE (P2O5)	\$0.49		LBS	\$88.20					\$88.20
HERBICIDE	\$64.72		X/ACRE	\$64.72					\$64.72
INSECTICIDE PUMP WATER*	\$75.79	1	X/ACRE AC. IN.	\$75.79					\$75.79
CANAL WATER			AC. IN.	\$119.67					\$119.67
SUBTOTAL				\$1,253.37					\$1,253.37
000101/12				\$1,200.01					¢1,200.01
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPL RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	ΤΟΤΑ
	4.40.11D					¢0.57		¢4 50	
DISC CHISEL	140 HP 140 HP	0.14 0.20			\$1.32 \$1.89	\$2.57 \$3.67	\$1.12 \$1.26	\$1.59 \$2.45	\$6.61 \$9.28
PLOW	140 HP	0.20			\$3.59	\$6.98	\$4.03	\$5.56	\$20.15
DISC (2X)	140 HP	0.28			\$2.65	\$5.14	\$2.24	\$3.19	\$13.22
LASER PLANE (CUSTOM)				\$73.33					\$73.33
FERTILIZE	140 HP	0.05			\$0.47	\$0.92	\$0.21	\$0.46	\$2.06
DISC & SPRAY LISTER	140 HP 140 HP	0.17 0.18			\$1.61 \$1.70	\$3.12 \$3.31	\$1.54 \$1.13	\$2.61 \$2.35	\$8.88 \$8.48
PRE-IRRIGATE	140 FIF	0.75			\$7.09	\$0.00	\$0.00	\$2.35 \$0.58	\$7.68
ROD WEEDER	40 HP	0.08			\$0.76	\$0.70	\$0.14	\$1.58	\$3.18
ROLLING CULT	40 HP	0.21			\$1.98	\$1.85	\$0.73	\$0.51	\$5.08
VEG PLANT-SHAPER	140 HP	0.26			\$2.46	\$4.77	\$1.30	\$4.50	\$13.03
CULT & SIDEDRESS (3X) ROLLING CULT (2X)	140 HP 40 HP	0.99 0.42			\$9.36 \$3.97	\$18.18 \$3.69	\$6.98 \$1.47	\$11.40 \$1.03	\$45.93 \$10.15
THIN & HOE (CUSTOM)	40 FIF	0.42	HIX	\$120.00	\$3.97	43.09	φ1.4 <i>1</i>	φ1.03	\$120.00
ROTO BUCK (9X)	40 HP	0.14	HR		\$1.28	\$1.19	\$0.14	\$0.94	\$3.54
IRRIGATE (13X)		6.50	HR		\$61.43	\$0.05	\$0.00	\$7.60	\$69.08
SUBTOTAL		10.75	HR	\$193.33	\$101.54	\$56.15	\$22.30	\$46.35	\$419.66
HARVEST OPERATIONS									
ONION KNIVES	140 HP	0.27	HR		\$2.55	\$4.96	\$1.41	\$4.28	\$13.20
HARVEST & HAUL (CUSTOM)				\$907.50					\$907.50
BAG RENTAL				\$82.50					\$82.50
FIELD LOAD PROCESSING				0.00\$ \$1,567.50					\$0.00 \$1,567.50
CONTAINER CHARGE				\$330.00					\$330.00
BROKERAGE (CUSTOM)				\$550.19					\$550.19
SUBTOTAL		0.27	HR	\$3,437.69	\$2.55	\$4.96	\$1.41	\$4.28	\$3,450.89
OVERHEAD EXPENSES									
DOWNTIME		0.62	HR		\$5.88				\$5.88
EMPLOYEE BENEFITS					\$18.74				\$18.74
INSURANCE				\$2.08					\$2.08
					\$005 FC			\$9.44	\$9.44
SUPERVISION AND MANAGEMENT OTHER EXPENSES				\$85.30	\$205.56				\$205.56 \$85.30
SUBTOTAL		0.62	HR	\$87.38	\$230.18			\$9.44	\$327.00
TOTAL OPERATING EXPENSES		11.64	HR	\$4,971.78	\$334.27	\$61.11	\$23.71	\$60.07	\$5,450.93
NET OPERATING PROFIT									\$662.32
INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTM	ENT	(\$981.10	@	5.50%)				\$53.96 \$23.73
RETURN TO LAND AND RISK									\$584.63

GROSS RETURN		\$6,113.25	
VARIABLE OPERATING EXPENSES	\$5,056.59		
RETURN OVER VARIABLE EXPENSES		\$1,056.66	(GROSS MARGIN)
FIXED EXPENSES	\$60.07		· · ·
NET FARM INCOME		\$996.59	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$334.27		
NET OPERATING PROFIT		\$662.32	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$77.69		
RETURN TO LAND AND RISK		\$584.63	

TABLE 1. Green chile, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2019

ITEM	PRICE		YIEL	D						TOTA
ROSS RETURNS GREEN RED	\$490.00 \$0.00			TONS LBS						\$7,350.0 \$0.0
TOTAL										\$7,350.0
URCHASED INPUTS	PRICE		QUANT	TITY	PURCHASED INPUTS				FIXED COST	TOTA
SEED NITROGEN (N) PHOSPHATE (P205) HERBICIDE INSECTICIDE NEMATICIDE (CUSTOM) CROP INSURANCE PUMP WATER* CANAL WATER SUBTOTAL	\$18.00 \$0.42 \$74.10 \$46.16 \$45.54		300 70 1 1 600 0	LBS LBS X/ACRE X/ACRE X/ACRE DOLLAR AC. IN. AC. IN.	\$90.00 \$126.00 \$34.30 \$74.10 \$46.16 \$45.54 \$40.00 \$126.33 \$582.43					\$90.0 \$126.0 \$34.3 \$74.1 \$46.1 \$45.5 \$40.0 \$126.3 \$582.4
REHARVEST OPERATIONS	POWER UNIT		ACCOMPLIS RAT		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	ΤΟΤΑ
DISC CHISEL PLOW DISC (2X) LASER PLANE (CUSTOM)	140 HP 140 HP 140 HP 140 HP		0.14 0.20 0.38 0.28	HR HR HR	\$73.33	\$1.32 \$1.89 \$3.59 \$2.65	\$2.57 \$3.67 \$6.98 \$5.14	\$1.12 \$1.26 \$4.03 \$2.24	\$1.59 \$2.45 \$5.56 \$3.19	\$6.6 \$9.2 \$20.1 \$13.2 \$73.3
FERTILIZE DISC & SPRAY LISTER PRE-IRRIGATE ROLLING CULT	140 HP 140 HP 140 HP 40 HP		0.05 0.17 0.18 0.75 0.21	HR HR HR HR		\$0.47 \$1.61 \$1.70 \$7.09 \$1.98	\$0.92 \$3.12 \$3.31 \$0.00 \$1.85	\$0.21 \$1.54 \$1.13 \$0.00 \$0.73	\$0.46 \$2.61 \$2.35 \$0.00 \$0.51	\$2.0 \$8.8 \$8.4 \$7.0 \$5.0
VEG PLANT-SHAPER ROLLING CULT (2X) CULTIVATOR (3X) CULT & SIDEDRESS (2X) THINNING (CUSTOM) HOEING (CUSTOM)	140 HP 40 HP 40 HP 140 HP		0.26 0.42 0.63 0.66	HR HR	\$70.00 \$80.00	\$2.46 \$3.97 \$5.95 \$6.24	\$4.77 \$3.69 \$5.54 \$12.12	\$1.30 \$1.47 \$2.20 \$4.66	\$4.50 \$1.03 \$1.54 \$7.60	\$13.0 \$10.1 \$15.2 \$30.6 \$70.0 \$80.0
ROTO BUCK (7X) IRRIGATE (10X)	40 HP		0.11 5.00		\$60.00	\$0.99 \$47.25	\$0.92 \$0.00	\$0.11 \$0.00	\$0.73 \$0.00	\$80.0 \$2.7 \$47.2
SUBTOTAL			9.44	HR	\$223.33	\$89.16	\$54.60	\$22.00	\$34.11	\$423.2
ARVEST OPERATIONS										
HARVEST GREEN (CUSTOM) HARVEST RED (CUSTOM) HAUL (TRAILER) (3X) FORK LIFT (3X) HAUL (CUSTOM)	40 HP RENTAL		2.40 1.05		\$1,350.00 \$0.00 \$10.00 \$187.50	\$22.68 \$9.92	\$21.09	\$2.50	\$13.96	\$1,350.0 \$0.0 \$60.2 \$19.9 \$187.5
SUBTOTAL			3.45	HR	\$1,547.50	\$32.60	\$21.09	\$2.50	\$13.96	\$1,617.6
OSTHARVEST OPERATIONS										
SHREDDER	40 HP		0.29	HR		\$2.74	\$2.55	\$0.35	\$1.07	\$6.7
VERHEAD EXPENSES										
DOWNTIME EMPLOYEE BENEFITS INSURANCE LAND TAXES SUPERVISION AND MANAGEMEN	IT.		1.86	HR	\$2.49	\$17.54 \$22.41			\$9.44	\$17.5 \$22.4 \$2.4 \$9.4 \$146.0
OTHER EXPENSES	41				\$85.30	\$146.07				\$146.0 \$85.3
SUBTOTAL			1.86	HR	\$87.79	\$186.02			\$9.44	\$283.2
DTAL OPERATING EXPENSES			15.03	HR	\$2,441.05	\$310.52	\$78.25	\$24.85	\$58.59	\$2,913.2
ET OPERATING PROFIT										\$4,436.7
INTEREST ON OPERATING CAPIT INTEREST ON EQUIPMENT INVES		(\$497.36	@	5.50%)				\$27.3 \$20.9
ETURN TO LAND AND RISK										\$4,388.4
*Pump water costs are shown under	irrigation in the pref		ation section. SUMMARY							
*Pump water costs are shown under GROSS RETURN VARIABLE OPERATING EXPENSES RETURN OVER VARIABLE EXPENSI EIVED EVENCES	3			(GROS	SS MARGIN)					

 VANUABLE OPER VARIABLE EXPENSES
 \$4,904.14

 RETURN OVER VARIABLE EXPENSES
 \$4,805.86

 FIXED EXPENSES
 \$4,805.86

 FIXED EXPENSES
 \$58.59

 NET FARM INCOME
 \$4,747.27

 LABOR AND MANAGEMENT COST
 \$310.52

 NET OPERATING PROFIT
 \$4,436.75

 CAPITAL COSTS
 \$48.31

 RETURN TO LAND AND RISK
 \$4,388.44

TABLE 18. Red chile, flood-irrigated, budgeted per acre costs and returns for a farm with above average management, Dona Ana and Sierra Counties, Projected 2019

1 10/00/00 2010	
Planting Date	es: March 15 - April 10

ITEM	PRICE		YIE	LD						TOTA
GROSS RETURNS RED	\$0.60		3,500.00	LBS						\$2,100.00
TOTAL										\$2,100.00
					PURCHASED				FIXED	
PURCHASED INPUTS	PRICE		QUAN	ITITY	INPUTS				COST	TOTA
SEED NITROGEN (N) PHOSPHATE (P205) HERBICIDE INSECTICIDE NEMATICIDE (CUSTOM) CROP INSURANCE PUMP WATER*	\$18.00 \$0.42 \$0.49 \$74.10 \$46.16 \$45.54		250 60 1 1 1 600	LBS LBS X/ACRE X/ACRE X/ACRE DOLLARS AC. IN.	\$144.00 \$105.00 \$29.40 \$74.10 \$46.16 \$45.54 \$40.00					\$144.00 \$105.00 \$29.41 \$74.10 \$46.10 \$45.55 \$40.00
CANAL WATER				AC. IN.	\$133.00					\$133.00
SUBTOTAL					\$617.20					\$617.20
PREHARVEST OPERATIONS	POWER UNIT		ACCOMPL RA		PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	ΤΟΤΑ
DISC CHISEL PLOW DISC (2X) LASER PLANE (CUSTOM)	140 HP 140 HP 140 HP 140 HP		0.14 0.20 0.38 0.28	HR HR	\$73.33	\$1.32 \$1.89 \$3.59 \$2.65	\$2.57 \$3.67 \$6.98 \$5.14	\$1.12 \$1.26 \$4.03 \$2.24	\$1.59 \$2.45 \$5.56 \$3.19	\$6.61 \$9.28 \$20.15 \$13.22 \$73.33
FERTILIZE DISC & SPRAY LISTER PRE-IRRIGATE ROLLING CULT VEG PLANT-SHAPER	140 HP 140 HP 140 HP 40 HP 140 HP		0.05 0.17 0.18 0.75 0.21 0.26	HR HR HR HR		\$0.47 \$1.61 \$1.70 \$7.09 \$1.98 \$2.46	\$0.92 \$3.12 \$3.31 \$0.00 \$1.85 \$4.77	\$0.21 \$1.54 \$1.13 \$0.00 \$0.73 \$1.30	\$0.46 \$2.61 \$2.35 \$0.00 \$0.51 \$4.50	\$2.06 \$8.88 \$8.48 \$7.09 \$5.08 \$13.03
ROLLING CULT (2X) CULTIVATOR (3X) CULT & SIDEDRESS (2X) THINNING (CUSTOM) HOEING (CUSTOM)	40 HP 40 HP 140 HP		0.42 0.63 0.66	HR HR HR	\$70.00 \$80.00	\$2.40 \$3.97 \$5.95 \$6.24	\$3.69 \$5.54 \$12.12	\$1.30 \$1.47 \$2.20 \$4.66	\$1.03 \$1.54 \$7.60	\$10.00 \$10.15 \$15.23 \$30.62 \$70.00 \$80.00
ROTO BUCK (7X) IRRIGATE (11X)	40 HP		0.11 5.50			\$0.99 \$51.98	\$0.92 \$0.00	\$0.11 \$0.00	\$0.73 \$0.00	\$2.75 \$51.98
SUBTOTAL		-	9.94	HR	\$223.33	\$93.89	\$54.60	\$22.00	\$34.11	\$427.93
ARVEST OPERATIONS										
HARVEST (CUSTOM) HAUL (TRAILER) (3X) FORK LIFT (3X) HAUL (CUSTOM)	40 HP RENTAL		0.80 0.30		\$700.00 \$10.00 \$105.00	\$7.56 \$2.84	\$7.03	\$0.83	\$4.65	\$700.00 \$20.08 \$12.84 \$105.00
SUBTOTAL		_	1.10	HR	\$815.00	\$10.40	\$7.03	\$0.83	\$4.65	\$837.9
POSTHARVEST OPERATIONS										
SHREDDER	40 HP		0.29	HR		\$2.74	\$2.55	\$0.35	\$1.07	\$6.7
OVERHEAD EXPENSES										
DOWNTIME EMPLOYEE BENEFITS INSURANCE LAND TAXES SUPERVISION AND MANAGEMENT			1.27	HR	\$2.14	\$11.99 \$19.26 \$143.49			\$9.44	\$11.99 \$19.20 \$2.14 \$9.44 \$143.49
OTHER EXPENSES		_			\$85.30					\$85.30
		_	1.27		\$87.44	\$174.74	Ac		\$9.44	\$271.63
			12.59	HK	\$1,742.97	\$281.76	\$64.18	\$23.18	\$49.28	\$2,161.3
IET OPERATING PROFIT		(\$452.40	@	5.50%)				(\$61.3 \$24.8
INTEREST ON EQUIPMENT INVESTME RETURN TO LAND AND RISK										\$17.9) (\$104.2)
	ation in the preharves									(φ104.Z

GROSS RETURN		\$2,100.00	
VARIABLE OPERATING EXPENSES	\$1,830.33		
RETURN OVER VARIABLE EXPENSES		\$269.67	(GROSS MARGIN)
FIXED EXPENSES	\$49.28		
NET FARM INCOME		\$220.39	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$281.76		
NET OPERATING PROFIT		(\$61.37)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$42.84		
RETURN TO LAND AND RISK		(\$104.21)	

Table 19. Summary of per acre costs and returns for a 500 acre farm with above average management, Dona Ana and Sierra Counties, Projected 2019

Projected 2019	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 PRIMARY PRICE GOVERNMENT PAYMENTS		7.00 \$185.00 \$0.00	750.00 \$1.10 \$0.00	1,000.00 \$0.73 \$0.00	40.00 \$6.33 \$0.00	475.00 \$6.21 \$0.00	500.00 \$5.94 \$0.00	30.00 \$35.00 \$0.00	1,200.00 \$7.87 \$0.00	675.00 \$8.24 \$0.00	825.00 \$7.41 \$0.00	15.00 \$490.00	3,500.00 \$0.60 \$0.00
SECOND INCOME		\$0.00	\$0.00 \$100.80	\$0.00 \$134.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 \$0.00	\$0.00
GROSS RETURN		\$1,295.00	\$925.80	\$864.40	\$253.00	\$2,949.75	\$2,970.00	\$1,050.00	\$9,444.00	\$5,562.00	\$6,113.25	\$7,350.00	\$2,100.00
CASH OPERATING EXPENSES	\$70.0F		\$175.00	\$202.50	1 00 50	\$7.92	\$7.92	0 07.00	* ***	\$ 200 00		* ***	
SEED FERTILIZER	\$76.25 \$44.10	\$58.80	\$175.00 \$74.90	\$202.50 \$74.90	\$20.50	\$7.92 \$190.75	\$7.92 \$178.50	\$67.38 \$126.00	\$600.00 \$374.50	\$600.00 \$277.20	\$716.00 \$277.20	\$90.00 \$160.30	\$144.00 \$134.40
CHEMICALS	\$0.00	\$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 OTHER PURCHASED INPUTS		\$79.19	\$2.94	\$0.34	\$2.94			\$2.94				\$40.00	\$40.00
CANAL WATER		\$133.00	\$97.00	\$97.00	\$85.00	\$85.00	\$46.67	\$93.00	\$119.67	\$109.00	\$119.67	\$126.33	\$133.00
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$37.33	\$27.68	\$80.96	\$81.51	\$24.08	\$46.80	\$51.04	\$14.58	\$67.11	\$61.05	\$61.05	\$78.25	\$64.18
FUEL-IRRIGATION REPAIRS	\$0.05 \$13.19	\$0.00 \$6.21	\$0.00 \$27.87	\$0.00 \$28.07	\$0.00 \$8.45	\$0.14 \$18.66	\$0.00 \$20.55	\$0.05 \$5.36	\$0.05 \$26.03	\$0.05 \$23.71	\$0.05 \$23.71	\$0.00 \$24.85	\$0.00 \$23.18
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	\$1.770.83	\$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	\$0.56	\$86.58	\$86.88	\$86.89	\$86.00	\$86.73	\$86.82	\$85.83	\$87.39	\$87.19	\$87.38	\$87.79	\$87.44
TOTAL CASH EXPENSES	\$244.82	\$468.50	\$704.39	\$807.04	\$308.82	\$2,452.72	\$2,673.44	\$444.58	\$6,723.61	\$4,364.64	\$5,066.03	\$2,553.59	\$1,839.78
RETURN OVER CASH EXPENSES	(\$244.82)	\$826.50	\$221.41	\$57.36	(\$55.82)	\$497.03	\$296.56	\$605.42	\$2,720.39	\$1,197.36	\$1,047.22	\$4,796.41	\$260.22
FIXED EXPENSES	\$42.04	\$137.89	\$102.36	\$102.77	\$17.71	\$52.98	\$33.19	\$27.30	\$54.43	\$50.32	\$50.63	\$49.14	\$39.83
TOTAL EXPENSES	\$286.86	\$606.39	\$806.75	\$909.81	\$326.53	\$2,505.71	\$2,706.63	\$471.88	\$6,778.04	\$4,414.96	\$5,116.66	\$2,602.73	\$1,879.61
NET FARM INCOME	(\$286.86)	\$688.61	\$119.05	(\$45.41)	(\$73.53)	\$444.04	\$263.37	\$578.12	\$2,665.96	\$1,147.04	\$996.59	\$4,747.27	\$220.39
LABOR AND MANAGEMENT COSTS	\$68.56	\$175.95	\$172.95	\$173.24	\$65.18	\$197.72	\$168.93	\$109.29	\$347.22	\$304.06	\$334.27	\$310.52	\$281.76
NET OPERATING PROFIT	(\$355.42)	\$512.66	(\$53.90)	(\$218.65)	(\$138.71)	\$246.32	\$94.44	\$468.83	\$2,318.73	\$842.98	\$662.32	\$4,436.75	(\$61.37)
CAPITAL COSTS INTEREST ON OPERATING CAPITAL INTEREST ON EQUIPMENT INVESTMENT		\$8.04 \$17.57	\$15.63 \$34.66	\$14.84 \$34.81	\$5.04 \$8.06	\$22.27 \$27.59	\$25.81 \$15.33	\$9.10 \$12.94	\$62.48 \$25.09	\$47.85 \$23.73	\$53.96 \$23.73	\$27.36 \$20.95	\$24.88 \$17.96
TOTAL CAPITAL COSTS	\$0.00	\$25.61	\$50.29	\$49.65	\$13.09	\$49.85	\$41.14	\$22.05	\$87.57	\$71.58	\$77.69	\$48.31	\$42.84
RETURN TO LAND AND RISK	(\$355.42)	\$487.05	(\$104.19)	(\$268.30)	(\$151.80)	\$196.47	\$53.30	\$446.78	\$2,231.16	\$771.41	\$584.63	\$4,388.44	(\$104.21)

Flex Computation

32.82 -130.72 -126.04 487.02219 487.02

Table 20.	Whole farm budget summary, Dona Ana and Sierra Counties,
	Projected 2019

\$9,000 /ACRE \$11,000 /ACRE	\$46,832 \$16,832		4.33% 3.57%		
\$5,000 /ACRE \$7,000 /ACRE	\$106,832 \$76,832		7.55% 5.51%		
LAND VALUE \$3,000 /ACRE	RETURN TO RISK* \$136,832		RETURN ON INVESTMENT** 12.01%		
RETURN TO LAND AND RISK				-	\$181,832
TOTAL CAPITAL COSTS			-	\$21,607	
CAPITAL COSTS INTEREST ON OPERATING CAPI INTEREST ON EQUIPMENT INVE			\$9,586 \$12,021		
NET OPERATING PROFIT					\$203,439
LABOR AND MANAGEMENT COSTS			\$101,632		0000
NET FARM INCOME					\$305,072
TOTAL EXPENSES				\$810,946	
FIXED EXPENSES			\$33,976	6 040 - · -	
RETURN OVER CASH EXPENSES			.		\$339,048
	5			\$776,970	0000
OTHER EXPENSES			\$44,295	\$770 070	
SEED FERTILIZER CHEMICALS CROP INSURANCE OTHER PURCHASED INPUTS CANAL WATER FUEL, OIL & LUBRICANTS-EQUIF FUEL-IRRIGATION REPAIRS CUSTOM CHARGES LAND TAXES OTUED EXPENSES	PMENT		\$79,997 \$59,578 \$47,085 \$1,400 \$54,448 \$29,042 \$8 \$9,816 \$433,815 \$4,816 \$41,005		
CASH OPERATING EXPENSES					. , .,
GROSS RETURN			\$31,500	-	\$1,116,018
RED RED CHILE RED	15	ACRES	\$0		
CROP GREEN CHILE GREEN	15	ACRES	\$122,265 \$110,250		
CROP SWEET SPANISH ONIONS	20	ACRES	\$111,240 \$122,265		
CROP MIDSEASON YELLOW ONIONS	20	ACRES	\$188,880 \$111,240		
CROP FALL ONIONS	20	ACRES	\$17,850 \$0		
CROP CORN SILAGE	17	ACRES	\$148,500		
CROP FALL LETTUCE		ACRES	\$29,498		
CROP PROGRAM PAYMENT PLC PAYMENT SPRING LETTUCE	10	ACRES	\$4,301 \$0 \$0		
SEED PROGRAM PAYMENT PLC PAYMENT GRAIN SORGHUM	17	ACRES	\$20,026 \$0 \$0		
UPLAND COTTON LINT	149.00	ACRES	\$108,770		
CROP PIMA COTTON LINT SEED	17	ACRES	\$207,200 \$14,025 \$1,714		
GROSS RETURNS ALFALFA HAY	160	ACRES	\$00 7 000		

* 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)