

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 2018
Planting Dates: August 1 - October 1

ITEM	PRICE	QUANTITY	PURCHASED INPUTS				TOTAL	
PURCHASED INPUTS								
SEED	\$2.95	25.00 LBS					\$73.75	
PHOSPHATE (P2O5)	\$0.49	90.00 LBS					\$44.10	
HERBICIDE	\$26.84	1.00 X/ACRE					\$26.84	
PUMP WATER*		6 AC. IN.						
CANAL WATER		6.00 AC. IN.						
SUBTOTAL							\$144.69	
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.32	\$4.42	\$1.31	\$2.31	\$9.37
CHISEL	185 HP	0.20 HR		\$1.89	\$6.32	\$1.53	\$3.47	\$13.21
FLOW	185 HP	0.38 HR		\$3.59	\$12.01	\$4.54	\$7.50	\$27.64
DISC (2X)	185 HP	0.28 HR		\$2.65	\$8.85	\$2.61	\$4.62	\$18.73
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$1.10	\$0.21	\$0.46	\$2.25
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$5.37	\$1.77	\$3.48	\$12.23
BORDER DISC	40 HP	0.05 HR		\$0.47	\$0.53	\$0.10	\$1.94	\$3.04
DRILL	140 HP	0.21 HR		\$1.98	\$4.63	\$1.12	\$10.06	\$17.79
IRRIGATE (2X)		1.50 HR		\$14.18	\$0.05	\$0.00	\$8.19	\$22.42
SUBTOTAL		2.98 HR	\$73.33	\$28.16	\$43.28	\$13.19	\$42.04	\$200.00
OVERHEAD EXPENSES								
DOWNTIME		1.17 HR		\$11.08				\$11.08
EMPLOYEE BENEFITS				\$5.07				\$5.07
INSURANCE			\$0.56					\$0.56
SUPERVISION AND MANAGEMENT				\$26.37				\$26.37
SUBTOTAL		1.17 HR	\$0.56	\$42.52				\$43.08
TOTAL OPERATING EXPENSES		4.15 HR	\$218.58	\$70.68	\$43.28	\$13.19	\$42.04	\$387.77

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 2018
Harvest Dates: June 1 - October 1

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
ALFALFA HAY	\$230.00	7.70	TONS (STACKED)					\$1,771.00
TOTAL								\$1,771.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
NITROGEN (N)	\$0.42	35 LBS	\$14.70					\$14.70
PHOSPHATE (P2O5)	\$0.49	90 LBS	\$44.10					\$44.10
INSECTICIDE (CUSTOM)	\$14.40	1 X/ACRE	\$14.40					\$14.40
WIRE	\$1.32	66 LBS	\$87.11					\$87.11
ESTABLISHMENT: Principal		4 YEARS				\$96.94		\$96.94
: Interest						\$12.77		\$12.77
PUMP WATER*		0 AC. IN.						
CANAL WATER		60 AC. IN.	\$133.00					\$133.00
SUBTOTAL			\$293.31			\$109.71		\$403.02

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SPRAYER	140 HP	0.11 HR		\$1.04	\$2.42	\$0.59	\$1.45	\$5.50
FERTILIZE	140 HP	0.05 HR		\$0.47	\$1.10	\$0.21	\$0.46	\$2.25
IRRIGATE (10X)		5.00 HR		\$47.25	\$0.00	\$0.00	\$0.00	\$47.25
SUBTOTAL		5.16 HR		\$48.76	\$3.53	\$0.80	\$1.91	\$55.00

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
SWATHER (5X)	14 FT	0.55 HR		\$5.20	\$6.28	\$0.76	\$23.75	\$35.99
BALE, PTO (5X)	140 HP	1.05 HR		\$9.92	\$23.14	\$4.65	\$12.32	\$50.03
BALELOADER (CUSTOM)	0		\$58.52					\$58.52
SUBTOTAL		1.60 HR	\$58.52	\$15.12	\$29.42	\$5.41	\$36.07	\$144.54

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.43 HR			\$4.04			\$4.04
EMPLOYEE BENEFITS				\$11.50			\$11.50
INSURANCE			\$1.28				\$1.28
LAND TAXES						\$9.44	\$9.44
SUPERVISION AND MANAGEMENT			\$129.85				\$129.85
OTHER EXPENSES			\$85.30				\$85.30
SUBTOTAL	0.43 HR		\$86.58	\$145.39		\$9.44	\$241.41

TOTAL OPERATING EXPENSES		7.03 HR	\$438.40	\$209.27	\$32.95	\$6.21	\$157.13	\$843.96
NET OPERATING PROFIT								\$927.04
INTEREST ON OPERATING CAPITAL	(	\$150.64	@	5.75%	)			\$8.66
INTEREST ON EQUIPMENT INVESTMENT								\$18.37
RETURN TO LAND AND RISK								\$900.01

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

BUDGET SUMMARY		
GROSS RETURN		\$1,771.00
VARIABLE OPERATING EXPENSES	\$477.56	
RETURN OVER VARIABLE EXPENSES	\$1,293.44	(GROSS MARGIN)
FIXED EXPENSES	\$157.13	
NET FARM INCOME	\$1,136.31	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$209.27	
NET OPERATING PROFIT	\$927.04	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$27.03	
RETURN TO LAND AND RISK		\$900.01

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 2018
 Planting Dates: April 15 - April 30
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD						TOTAL		
GROSS RETURNS										
LINT	\$1.08	750.00 LBS						\$810.00		
SEED	\$0.08	1,200.00 LBS						\$100.80		
DIRECT PAYMENT	\$0.00	750.00 LBS						\$0.00		
TOTAL							\$910.80			
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$7.15	25 LBS	\$178.75					\$178.75		
NITROGEN (N)	\$0.42	120 LBS	\$50.40					\$50.40		
PHOSPHATE (P2O5)	\$0.49	50 LBS	\$24.50					\$24.50		
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.	\$97.00					\$97.00		
SUBTOTAL			\$386.96					\$386.96		
PREHARVEST OPERATIONS		POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR			\$1.32	\$4.42	\$1.31	\$2.31	\$9.37	
CHISEL	140 HP	0.20 HR			\$1.89	\$6.32	\$1.53	\$3.47	\$13.21	
PLOW	140 HP	0.38 HR			\$3.59	\$12.01	\$4.54	\$7.50	\$27.64	
DISC	140 HP	0.14 HR			\$1.32	\$4.42	\$1.31	\$2.31	\$9.37	
DISC & SPRAY	140 HP	0.15 HR			\$1.42	\$4.74	\$1.56	\$3.07	\$10.79	
FERTILIZE	140 HP	0.05 HR			\$0.47	\$1.10	\$0.21	\$0.46	\$2.25	
LISTER	140 HP	0.18 HR			\$1.70	\$5.69	\$1.37	\$3.27	\$12.02	
PRE-IRRIGATE		0.75 HR			\$7.09	\$0.00	\$0.00	\$0.00	\$7.09	
HARROW	40 HP	0.32 HR			\$3.02	\$3.37	\$0.33	\$0.40	\$7.13	
ROLLING CULT	40 HP	0.21 HR			\$1.98	\$2.21	\$0.73	\$0.51	\$5.45	
PLANTER	140 HP	0.26 HR			\$2.46	\$5.73	\$1.54	\$6.30	\$16.02	
HARROW	40 HP	0.32 HR			\$3.02	\$3.37	\$0.33	\$0.40	\$7.13	
ROLLING CULT (3X)	140 HP	0.63 HR			\$5.95	\$13.88	\$4.26	\$6.72	\$30.81	
ROTO BUCK (2X)	40 HP	0.03 HR			\$0.28	\$0.32	\$0.03	\$0.21	\$0.84	
ROPEWICK	40 HP	0.10 HR			\$0.95	\$1.05	\$0.10	\$0.23	\$2.33	
IRRIGATE (4X)		2.00 HR			\$18.90	\$0.00	\$0.00	\$0.00	\$18.90	
SUBTOTAL			5.86 HR		\$55.38	\$68.65	\$19.14	\$37.17	\$180.33	
HARVEST OPERATIONS										
COTTON PICKER (2X)	2-ROW	1.24 HR			\$11.72	\$22.87	\$7.49	\$32.70	\$74.78	
COTTON TRAILER (2X)	HALF TON	1.00 HR			\$9.45	\$0.00	\$0.89	\$31.42	\$41.76	
GIN COTTON (CUSTOM)				\$116.03					\$116.03	
SUBTOTAL			2.24 HR		\$116.03	\$21.17	\$22.87	\$8.38	\$64.12	\$232.56
POSTHARVEST OPERATIONS										
SHREDDER	40 HP	0.29 HR			\$2.74	\$3.06	\$0.35	\$1.07	\$7.22	
OVERHEAD EXPENSES										
DOWNTIME		1.41 HR			\$13.32				\$13.32	
EMPLOYEE BENEFITS					\$9.97				\$9.97	
INSURANCE				\$1.59					\$1.59	
LAND TAXES							\$9.44		\$9.44	
SUPERVISION AND MANAGEMENT					\$69.33				\$69.33	
OTHER EXPENSES				\$85.30					\$85.30	
SUBTOTAL			1.41 HR		\$86.88	\$92.62		\$9.44	\$188.95	
TOTAL OPERATING EXPENSES			9.80 HR		\$589.87	\$171.90	\$94.58	\$27.87	\$111.80	\$996.02
NET OPERATING PROFIT								-\$85.22		
INTEREST ON OPERATING CAPITAL		(	\$296.95	@	5.75%	)		\$17.07	
INTEREST ON EQUIPMENT INVESTMENT								\$36.23		
RETURN TO LAND AND RISK								(\$138.53)		

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

GROSS RETURN		\$910.80	
VARIABLE OPERATING EXPENSES	\$712.32		
RETURN OVER VARIABLE EXPENSES		\$198.48	(GROSS MARGIN)
FIXED EXPENSES	\$111.80		
NET FARM INCOME		\$86.68	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$171.90		
NET OPERATING PROFIT		(\$85.22)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$53.31		
RETURN TO LAND AND RISK		(\$138.53)	

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 2018
 Planting Dates: April 15 - April 30
 Harvest Dates: November 15 - November 30

ITEM	PRICE	YIELD	BASE					TOTAL	
GROSS RETURNS									
LINT	\$0.72	1,792 LBS						\$1,284.86	
SEED	\$0.08	2,867 LBS						\$240.84	
DIRECT PAYMENT	\$0.0000	1,792 LBS	0.85					\$0.00	
COUNTER CYCLICAL PAYMENT	\$0.1373	1,230 LBS	0.85					\$143.55	
TOTAL								\$1,669.26	
PURCHASED INPUTS									
	PRICE	QUANTITY	PURCHASED INPUTS					FIXED COST	TOTAL
SEED	\$8.45	25 LBS	\$211.25						\$211.25
NITROGEN (N)	\$0.42	120 LBS	\$50.40						\$50.40
PHOSPHATE (P2O5)	\$0.49	50 LBS	\$24.50						\$24.50
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.	\$97.00						\$97.00
SUBTOTAL			\$481.57						\$481.57
PREHARVEST OPERATIONS									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$1.32	\$4.42	\$1.31	\$2.31	\$9.37	
CHISEL	140 HP	0.20 HR		\$1.89	\$6.32	\$1.53	\$3.47	\$13.21	
PLOW	140 HP	0.38 HR		\$3.59	\$12.01	\$4.54	\$7.50	\$27.64	
DISC	140 HP	0.14 HR		\$1.32	\$4.42	\$1.31	\$2.31	\$9.37	
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$5.37	\$1.77	\$3.48	\$12.23	
FERTILIZE	140 HP	0.05 HR		\$0.47	\$1.10	\$0.21	\$0.46	\$2.25	
LISTER	140 HP	0.18 HR		\$1.70	\$5.69	\$1.37	\$3.27	\$12.02	
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.00	\$7.09	
HARROW	40 HP	0.32 HR		\$3.02	\$3.37	\$0.33	\$0.40	\$7.13	
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$2.21	\$0.73	\$0.51	\$5.45	
PLANTER	140 HP	0.26 HR		\$2.46	\$5.73	\$1.54	\$6.30	\$16.02	
HARROW	40 HP	0.32 HR		\$3.02	\$3.37	\$0.33	\$0.40	\$7.13	
ROLLING CULT (3X)	140 HP	0.63 HR		\$5.95	\$13.88	\$4.26	\$6.72	\$30.81	
ROTO BUCK (2X)	40 HP	0.03 HR		\$0.28	\$0.32	\$0.03	\$0.21	\$0.84	
ROPEWICK	40 HP	0.10 HR		\$0.95	\$1.05	\$0.10	\$0.23	\$2.33	
IRRIGATE (4X)		2.00 HR		\$18.90	\$0.00	\$0.00	\$0.00	\$18.90	
SUBTOTAL		5.88 HR		\$55.57	\$69.28	\$19.35	\$37.58	\$181.77	
HARVEST OPERATIONS									
COTTON PICKER (2X)	2-ROW	1.24 HR		\$11.72	\$22.87	\$7.49	\$32.70	\$74.78	
COTTON TRAILER (2X)	HALF TON	1.00 HR		\$9.45	\$0.00	\$0.89	\$31.42	\$41.76	
GIN COTTON (CUSTOM)			\$229.91					\$229.91	
SUBTOTAL		2.24 HR	\$229.91	\$21.17	\$22.87	\$8.38	\$64.12	\$346.45	
POSTHARVEST OPERATIONS									
SHREDDER	40 HP	0.29 HR		\$2.74	\$3.06	\$0.35	\$1.07	\$7.22	
OVERHEAD EXPENSES									
DOWNTIME		1.42 HR		\$13.37				\$13.37	
EMPLOYEE BENEFITS				\$14.31				\$14.31	
INSURANCE			\$1.59					\$1.59	
LAND TAXES							\$9.44	\$9.44	
SUPERVISION AND MANAGEMENT				\$122.43				\$122.43	
OTHER EXPENSES			\$85.30					\$85.30	
SUBTOTAL		1.42 HR	\$86.89	\$150.11			\$9.44	\$246.44	
TOTAL OPERATING EXPENSES		9.83 HR	\$798.37	\$229.58	\$95.21	\$28.07	\$112.21	\$1,263.45	
NET OPERATING PROFIT								\$405.81	
INTEREST ON OPERATING CAPITAL		(\$285.56 @	5.75%	)				\$16.42
INTEREST ON EQUIPMENT INVESTMENT								\$36.40	
RETURN TO LAND AND RISK								\$352.99	
*Pump water costs are shown under irrigation in the preharvest operation section.									
BUDGET SUMMARY									
GROSS RETURN		\$1,669.26							
VARIABLE OPERATING EXPENSES	\$921.66								
RETURN OVER VARIABLE EXPENSES		\$747.60	(GROSS MARGIN)						
FIXED EXPENSES	\$112.21								
NET FARM INCOME		\$635.39	(RETURN TO CAPITAL, LABOR, LAND & RISK)						
LABOR AND MANAGEMENT COST	\$229.58								
NET OPERATING PROFIT		\$405.81	(RETURN TO CAPITAL, LAND & RISK)						
CAPITAL COSTS	\$52.81								
RETURN TO LAND AND RISK		\$352.99							

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 2018
 Planting Dates: July 1 - July 15
 Harvest Dates: September 1 - October 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
GRAIN SORGHUM	\$6.65	40.00	CWT					\$266.00
DIRECT PAYMENT	\$0.00	40.00	CWT					\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00	CWT					\$0.00
TOTAL								\$266.00
PURCHASED INPUTS								
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST			TOTAL
SEED	\$2.25	10	LBS	\$22.50				\$22.50
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.	\$85.00				\$85.00
CROP INSURANCE	\$2.94			\$2.94				\$2.94
SUBTOTAL				\$166.04				\$166.04
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$3.09	\$1.12	\$1.59	\$7.12
CHISEL	140 HP	0.20 HR		\$1.89	\$4.41	\$1.26	\$2.45	\$10.01
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.75	\$1.54	\$2.61	\$9.50
LISTER	140 HP	0.18 HR		\$1.70	\$3.97	\$1.13	\$2.35	\$9.14
PLANTER	140 HP	0.26 HR		\$2.46	\$5.73	\$1.54	\$6.30	\$16.02
ROTO BUCK (3X)	40 HP	0.05 HR		\$0.43	\$0.47	\$0.05	\$0.31	\$1.26
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$4.43	\$1.47	\$1.03	\$10.89
IRRIGATE (4X)		2.00 HR		\$18.90	\$0.00	\$0.00	\$0.00	\$18.90
SUBTOTAL		3.42 HR		\$32.27	\$25.84	\$8.10	\$16.64	\$82.85
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		\$2.74	\$3.06	\$0.35	\$1.07	\$7.22
OVERHEAD EXPENSES								
DOWNTIME		0.43 HR		\$4.03				\$4.03
EMPLOYEE BENEFITS				\$6.30				\$6.30
INSURANCE				\$0.70				\$0.70
LAND TAXES								\$9.44
SUPERVISION AND MANAGEMENT				\$20.28				\$20.28
OTHER EXPENSES				\$85.30				\$85.30
SUBTOTAL		0.43 HR		\$86.00	\$30.61			\$9.44
TOTAL OPERATING EXPENSES		4.13 HR		\$268.84	\$65.62	\$28.90	\$8.45	\$27.15
NET OPERATING PROFIT								(\$132.96)
INTEREST ON OPERATING CAPITAL		(\$93.76 @	5.75%	)				\$5.39
INTEREST ON EQUIPMENT INVESTMENT								\$8.42
RETURN TO LAND AND RISK								(\$146.78)

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

BUDGET SUMMARY

GROSS RETURN		\$266.00	
VARIABLE OPERATING EXPENSES	\$306.20		
RETURN OVER VARIABLE EXPENSES		(\$40.20)	(GROSS MARGIN)
FIXED EXPENSES	\$27.15		
NET FARM INCOME		(\$67.35)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$65.62		
NET OPERATING PROFIT		(\$132.96)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$13.81		
RETURN TO LAND AND RISK		(\$146.78)	

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 2018
 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	\$2.12	4 LBS	\$8.48					\$8.48
NITROGEN (N)	\$0.42	250 LBS	\$105.00					\$105.00
PHOSPHATE (P205)	\$0.49	175 LBS	\$85.75					\$85.75
INSECTICIDE	\$37.03	3 X/ACRE	\$111.09					\$111.09
PUMP WATER*		16 AC. IN.						
CANAL WATER		14 AC. IN.	\$85.00					\$85.00
SUBTOTAL			\$395.32					\$395.32
PREHARVEST OPERATIONS								
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$3.09	\$1.12	\$1.59	\$7.12
CHISEL	140 HP	0.20 HR		\$1.89	\$4.41	\$1.26	\$2.45	\$10.01
PLOW	140 HP	0.38 HR		\$3.59	\$8.37	\$4.03	\$5.56	\$21.55
DISC (2X)	140 HP	0.28 HR		\$2.65	\$6.17	\$2.24	\$3.19	\$14.24
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$1.10	\$0.21	\$0.46	\$2.25
DISC	140 HP	0.14 HR		\$1.32	\$3.09	\$1.12	\$1.59	\$7.12
LISTER	140 HP	0.18 HR		\$1.70	\$3.97	\$1.13	\$2.35	\$9.14
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.02	\$0.00	\$2.43	\$9.53
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$2.21	\$0.73	\$0.51	\$5.45
VEG-PLANT SHAPER	140 HP	0.26 HR		\$2.46	\$5.73	\$1.30	\$4.50	\$13.98
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$6.24	\$14.54	\$4.66	\$7.60	\$33.04
ROLLING CULT (3X)	40 HP	0.21 HR		\$1.98	\$2.21	\$0.73	\$0.51	\$5.45
THIN & HOE (CUSTOM)			\$120.00					\$120.00
DUSTER (CUSTOM)			\$5.00					\$5.00
ROTO BUCK (8X)	40 HP	0.12 HR		\$1.13	\$1.27	\$0.13	\$0.83	\$3.36
IRRIGATE (8X)		4.00 HR		\$37.80	\$0.13	\$0.00	\$19.41	\$57.34
SUBTOTAL		7.58 HR	\$198.33	\$71.63	\$56.31	\$18.66	\$52.98	\$397.91
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		\$6.69				\$6.69
EMPLOYEE BENEFITS				\$12.89				\$12.89
INSURANCE			\$1.43					\$1.43
LAND TAXES							\$9.44	\$9.44
SUPERVISION AND MANAGEMENT				\$107.50				\$107.50
OTHER EXPENSES			\$85.30					\$85.30
SUBTOTAL		0.71 HR	\$86.73	\$127.08			\$9.44	\$223.26
TOTAL OPERATING EXPENSES		8.29 HR	\$2,378.23	\$198.71	\$56.31	\$18.66	\$62.43	\$2,714.34
NET OPERATING PROFIT								\$235.41
INTEREST ON OPERATING CAPITAL		(\$407.47 @	5.75%	)				\$23.43
INTEREST ON EQUIPMENT INVESTMENT								\$28.84
RETURN TO LAND AND RISK								\$183.14

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

BUDGET SUMMARY

GROSS RETURN		\$2,949.75	
VARIABLE OPERATING EXPENSES	\$2,453.20		
RETURN OVER VARIABLE EXPENSES		\$496.55	(GROSS MARGIN)
FIXED EXPENSES	\$62.43		
NET FARM INCOME		\$434.12	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$198.71		
NET OPERATING PROFIT		\$235.41	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$52.27		
RETURN TO LAND AND RISK		\$183.14	

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 2018
 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	\$2.12	4 LBS	\$8.48				\$8.48		
NITROGEN (N)	\$0.42	250 LBS	\$105.00				\$105.00		
PHOSPHATE (P205)	\$0.49	150 LBS	\$73.50				\$73.50		
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			\$483.93				\$483.93		
PREHARVEST OPERATIONS		POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR			\$1.32	\$3.09	\$1.12	\$1.59	\$7.12
CHISEL	140 HP	0.20 HR			\$1.89	\$4.41	\$1.26	\$2.45	\$10.01
PLOW	140 HP	0.38 HR			\$3.59	\$8.37	\$4.03	\$5.56	\$21.55
DISC (2X)	140 HP	0.28 HR			\$2.65	\$6.17	\$2.24	\$3.19	\$14.24
LASER PLANE (CUSTOM)				\$72.50					\$72.50
FERTILIZE	140 HP	0.05 HR			\$0.47	\$1.10	\$0.21	\$0.46	\$2.25
DISC & SPRAY	140 HP	0.17 HR			\$1.61	\$3.75	\$1.54	\$2.61	\$9.50
LISTER	140 HP	0.18 HR			\$1.70	\$3.97	\$1.13	\$2.35	\$9.14
PRE-IRRIGATE		0.75 HR			\$7.09	\$0.00	\$0.00	\$0.00	\$7.09
ROLLING CULT	40 HP	0.21 HR			\$1.98	\$2.21	\$0.73	\$0.51	\$5.45
VEG-PLANT SHAPER	140 HP	0.26 HR			\$2.46	\$5.73	\$1.30	\$4.50	\$13.98
CULT & SIDEDRESS (2X)	140 HP	0.66 HR			\$6.24	\$14.54	\$4.66	\$7.60	\$33.04
ROLLING CULT (3X)	40 HP	0.63 HR			\$5.95	\$6.64	\$2.20	\$1.54	\$16.34
THIN & HOE (CUSTOM)				\$160.00					\$160.00
DUSTER (CUSTOM)				\$15.00					\$15.00
ROTO BUCK (8X)	40 HP	0.12 HR			\$1.13	\$1.27	\$0.13	\$0.83	\$3.36
IRRIGATE (8X)		4.00 HR			\$37.80	\$0.00	\$0.00	\$0.00	\$37.80
SUBTOTAL		8.03 HR		\$247.50	\$75.88	\$61.25	\$20.55	\$33.19	\$438.37
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			\$7.75				\$7.75
EMPLOYEE BENEFITS					\$13.66				\$13.66
INSURANCE				\$1.52					\$1.52
LAND TAXES							\$9.44		\$9.44
SUPERVISION AND MANAGEMENT					\$72.66				\$72.66
OTHER EXPENSES				\$85.30					\$85.30
SUBTOTAL		0.82 HR		\$86.82	\$94.07		\$9.44		\$190.33
TOTAL OPERATING EXPENSES		8.85 HR		\$2,592.97	\$169.95	\$61.25	\$20.55	\$42.63	\$2,887.35
NET OPERATING PROFIT									\$82.65
INTEREST ON OPERATING CAPITAL		(	\$472.18	@	5.75%	)			\$27.15
INTEREST ON EQUIPMENT INVESTMENT									\$16.03
RETURN TO LAND AND RISK									\$39.47
*Pump water costs are shown under irrigation in the preharvest operation section.									
BUDGET SUMMARY									
GROSS RETURN			\$2,970.00						
VARIABLE OPERATING EXPENSES	\$2,674.77								
RETURN OVER VARIABLE EXPENSES		\$295.23		(GROSS MARGIN)					
FIXED EXPENSES	\$42.63								
NET FARM INCOME		\$252.60		(RETURN TO CAPITAL, LABOR, LAND & RISK)					
LABOR AND MANAGEMENT COST	\$169.95								
NET OPERATING PROFIT		\$82.65		(RETURN TO CAPITAL, LAND & RISK)					
CAPITAL COSTS	\$43.18								
RETURN TO LAND AND RISK		\$39.47							

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 2018
 Planting Dates: January 1 - January 15
 Harvest Dates: July 1 - July 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
CORN SILAGE	\$35.00	30.00 TONS						\$1,050.00
TOTAL								\$1,050.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL
SEED	\$3.11	22 LBS	\$68.48					\$68.48
NITROGEN (N)	\$0.42	300 LBS	\$126.00					\$126.00
PHOSPHATE (P205)	\$0.49	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.	\$93.00					\$93.00
CROP INSURANCE	\$2.94		\$2.94					\$2.94
SUBTOTAL			\$320.42					\$320.42

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$3.09	\$1.12	\$1.59	\$7.12
CHISEL	140 HP	0.20 HR		\$1.89	\$4.41	\$1.26	\$2.45	\$10.01
FERTILIZE	140 HP	0.05 HR		\$0.47	\$1.10	\$0.21	\$0.46	\$2.25
DISC	140 HP	0.17 HR		\$1.61	\$3.75	\$1.54	\$2.61	\$9.50
BORDER DISC	40 HP	0.05 HR		\$0.47	\$0.53	\$0.10	\$1.94	\$3.04
DRILL	140 HP	0.21 HR		\$1.98	\$4.63	\$1.12	\$10.06	\$17.79
IRRIGATE (4X)		2.00 HR		\$18.90	\$0.05	\$0.00	\$8.19	\$27.14
SUBTOTAL		2.82 HR		\$26.65	\$17.55	\$5.36	\$27.30	\$76.85

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				\$4.80				\$4.80
INSURANCE			\$0.53					\$0.53
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$75.91				\$75.91
OTHER EXPENSES			\$85.30					\$85.30
SUBTOTAL		0.21 HR		\$85.83	\$82.64		\$9.44	\$177.92
TOTAL OPERATING EXPENSES		3.03 HR		\$416.25	\$109.29	\$17.55	\$5.36	\$585.19
NET OPERATING PROFIT								\$464.81
INTEREST ON OPERATING CAPITAL		(\$166.77 @	5.75%	)				\$9.59
INTEREST ON EQUIPMENT INVESTMENT								\$13.53
RETURN TO LAND AND RISK								\$441.69

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

GROSS RETURN		\$1,050.00	
VARIABLE OPERATING EXPENSES	\$439.15		
RETURN OVER VARIABLE EXPENSES		\$610.85	(GROSS MARGIN)
FIXED EXPENSES	\$36.74		
NET FARM INCOME		\$574.10	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$109.29		
NET OPERATING PROFIT		\$464.81	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$23.12		
RETURN TO LAND AND RISK		\$441.69	

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 2018
 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	\$112.00	6 LBS	\$672.00		\$672.00
NITROGEN (N)	\$0.42	600 LBS	\$252.00		\$252.00
PHOSPHATE (P2O5)	\$0.49	250 LBS	\$122.50		\$122.50
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.	\$119.67		\$119.67
SUBTOTAL			\$1,362.29		\$1,362.29

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$3.09	\$1.12	\$1.59	\$7.12
CHISEL	140 HP	0.20 HR		\$1.89	\$4.41	\$1.26	\$2.45	\$10.01
PLOW	140 HP	0.38 HR		\$3.59	\$8.37	\$4.03	\$5.56	\$21.55
DISC (2X)	140 HP	0.28 HR		\$2.65	\$6.17	\$2.24	\$3.19	\$14.24
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$1.10	\$0.21	\$0.46	\$2.25
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.75	\$1.54	\$2.61	\$9.50
LISTER	140 HP	0.18 HR		\$1.70	\$3.97	\$1.13	\$2.35	\$9.14
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.58	\$7.68
ROD WEEDER	40 HP	0.08 HR		\$0.76	\$0.84	\$0.14	\$1.58	\$3.32
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$2.21	\$0.73	\$0.51	\$5.45
VEG PLANT-SHAPER	140 HP	0.26 HR		\$2.46	\$5.73	\$1.30	\$4.50	\$13.98
CULT & SIDEDRESS (4X)	140 HP	1.32 HR		\$12.47	\$29.09	\$9.31	\$15.21	\$66.08
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$4.43	\$1.47	\$1.03	\$10.89
THIN & HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.28	\$1.42	\$0.14	\$0.94	\$3.78
IRRIGATE (13X)		6.50 HR		\$61.43	\$0.05	\$0.00	\$7.60	\$69.08
SUBTOTAL		11.08 HR	\$193.33	\$104.66	\$74.64	\$24.63	\$50.15	\$447.40

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ONION KNIVES	80 HP	0.27 HR		\$2.55	\$5.95	\$1.41	\$4.28	\$14.19
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	\$2.55	\$5.95	\$1.41	\$4.28	\$5,064.15

OVERHEAD EXPENSES	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME		1.02 HR		\$9.67				\$9.67
EMPLOYEE BENEFITS				\$18.84				\$18.84
INSURANCE			\$2.09					\$2.09
LAND TAXES							\$9.44	\$9.44
SUPERVISION AND MANAGEMENT				\$220.04				\$220.04
OTHER EXPENSES			\$85.30					\$85.30
SUBTOTAL		1.02 HR	\$87.39	\$248.56			\$9.44	\$345.39

TOTAL OPERATING EXPENSES		12.37 HR	\$6,692.97	\$355.77	\$80.59	\$26.03	\$63.87	\$7,219.23
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NET OPERATING PROFIT								\$2,224.77
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INTEREST ON OPERATING CAPITAL	(\$1,175.12	@	5.75%)			\$67.57
INTEREST ON EQUIPMENT INVESTMENT								\$26.23

RETURN TO LAND AND RISK								\$2,130.97
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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	\$6,799.59		
RETURN OVER VARIABLE EXPENSES	\$2,644.41	(GROSS MARGIN)	
FIXED EXPENSES	\$63.87		
NET FARM INCOME	\$2,580.53	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$355.77		
NET OPERATING PROFIT	\$2,224.77	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$93.80		
RETURN TO LAND AND RISK	\$2,130.97		

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 2018
 Planting Dates: January 1 - January 31
 Harvest Dates: July 1 - July 31

ITEM	PRICE	YIELD							TOTAL
GROSS RETURNS									
MIDSEASON YELLOWS	\$8.24	640.00 SACKS							\$5,273.60
TOTAL									\$5,273.60
PURCHASED INPUTS									
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS				FIXED COST	TOTAL	
SEED	\$156.00	4 LBS	\$624.00					\$624.00	
NITROGEN (N)	\$0.42	450 LBS	\$189.00					\$189.00	
PHOSPHATE (P205)	\$0.49	180 LBS	\$88.20					\$88.20	
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.	\$109.00					\$109.00	
SUBTOTAL			\$1,150.78					\$1,150.78	
PREHARVEST OPERATIONS									
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	140 HP	0.14 HR		\$1.32	\$3.09	\$1.12	\$1.59	\$7.12	
CHISEL	140 HP	0.20 HR		\$1.89	\$4.41	\$1.26	\$2.45	\$10.01	
PLOW	140 HP	0.38 HR		\$3.59	\$8.37	\$4.03	\$5.56	\$21.55	
DISC (2X)	140 HP	0.28 HR		\$2.65	\$6.17	\$2.24	\$3.19	\$14.24	
LASER PLANE (CUSTOM)			\$73.33					\$73.33	
FERTILIZE	140 HP	0.05 HR		\$0.47	\$1.10	\$0.21	\$0.46	\$2.25	
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.75	\$1.54	\$2.61	\$9.50	
LISTER	140 HP	0.18 HR		\$1.70	\$3.97	\$1.13	\$2.35	\$9.14	
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.68	\$7.77	
ROD WEEDER	40 HP	0.08 HR		\$0.76	\$0.84	\$0.14	\$1.58	\$3.32	
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$2.21	\$0.73	\$0.21	\$5.14	
VEG PLANT-SHAPER	140 HP	0.26 HR		\$2.46	\$5.73	\$1.30	\$4.50	\$13.98	
CULT & SIDEDRESS (3X)	140 HP	0.99 HR		\$9.36	\$21.82	\$6.98	\$11.40	\$49.56	
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$4.43	\$1.47	\$1.03	\$10.89	
HOE (CUSTOM)			\$120.00					\$120.00	
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.28	\$1.42	\$0.14	\$0.94	\$3.78	
IRRIGATE (11X)		5.50 HR		\$51.98	\$0.05	\$0.00	\$7.51	\$59.53	
SUBTOTAL		9.75 HR	\$193.33	\$92.09	\$67.37	\$22.30	\$46.04	\$421.13	
HARVEST OPERATIONS									
ONION KNIVES	140 HP	0.27 HR		\$2.55	\$5.95	\$1.41	\$4.28	\$14.19	
HARVEST & HAUL (CUSTOM)			\$704.00					\$704.00	
BAG RENTAL			\$64.00					\$64.00	
FIELD LOAD			\$0.00					\$0.00	
PROCESSING			\$1,216.00					\$1,216.00	
CONTAINER CHARGE			\$256.00					\$256.00	
BROKERAGE (CUSTOM)			\$474.62					\$474.62	
SUBTOTAL		0.27 HR	\$2,714.62	\$2.55	\$5.95	\$1.41	\$4.28	\$2,728.81	
OVERHEAD EXPENSES									
DOWNTIME		0.40 HR		\$3.76				\$3.76	
EMPLOYEE BENEFITS				\$17.04				\$17.04	
INSURANCE			\$1.89					\$1.89	
LAND TAXES							\$9.44	\$9.44	
SUPERVISION AND MANAGEMENT				\$192.24				\$192.24	
OTHER EXPENSES			\$85.30					\$85.30	
SUBTOTAL		0.40 HR	\$87.19	\$213.03				\$9.44	\$309.67
TOTAL OPERATING EXPENSES		10.41 HR	\$4,145.93	\$307.68	\$73.32	\$23.71	\$59.77	\$4,610.39	
NET OPERATING PROFIT								\$663.21	
INTEREST ON OPERATING CAPITAL		(	\$872.36	@	5.75%	)		\$50.16
INTEREST ON EQUIPMENT INVESTMENT								\$24.81	
RETURN TO LAND AND RISK								\$588.24	

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

GROSS RETURN		\$5,273.60	
VARIABLE OPERATING EXPENSES	\$4,242.95		
RETURN OVER VARIABLE EXPENSES	\$1,030.65	(GROSS MARGIN)	
FIXED EXPENSES	\$59.77		
NET FARM INCOME	\$970.88	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$307.68		
NET OPERATING PROFIT	\$663.21	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$74.97		
RETURN TO LAND AND RISK	\$588.24		

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 2018
 Planting Dates: January 15 - February 15
 Harvest Dates: August 1 - August 15

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
SWEET SPANISH	\$7.41	675.00 SACKS						\$5,001.75
TOTAL								\$5,001.75
PURCHASED INPUTS								
	PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST		TOTAL	
SEED	\$191.00	4 LBS	\$764.00				\$764.00	
NITROGEN (N)	\$0.42	450 LBS	\$189.00				\$189.00	
PHOSPHATE (P2O5)	\$0.49	180 LBS	\$88.20				\$88.20	
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.	\$119.67				\$119.67	
SUBTOTAL			\$1,301.37				\$1,301.37	
PREHARVEST OPERATIONS								
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$3.09	\$1.12	\$1.59	\$7.12
CHISEL	140 HP	0.20 HR		\$1.89	\$4.41	\$1.26	\$2.45	\$10.01
PLOW	140 HP	0.38 HR		\$3.59	\$8.37	\$4.03	\$5.56	\$21.55
DISC (2X)	140 HP	0.28 HR		\$2.65	\$6.17	\$2.24	\$3.19	\$14.24
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$1.10	\$0.21	\$0.46	\$2.25
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.75	\$1.54	\$2.61	\$9.50
LISTER	140 HP	0.18 HR		\$1.70	\$3.97	\$1.13	\$2.35	\$9.14
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.58	\$7.68
ROD WEEDER	40 HP	0.08 HR		\$0.76	\$0.84	\$0.14	\$1.58	\$3.32
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$2.21	\$0.73	\$0.51	\$5.45
VEG PLANT-SHAPER	140 HP	0.26 HR		\$2.46	\$5.73	\$1.30	\$4.50	\$13.98
CULT & SIDEDRESS (3X)	140 HP	0.99 HR		\$9.36	\$21.82	\$6.98	\$11.40	\$49.56
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$4.43	\$1.47	\$1.03	\$10.89
THIN & HOE (CUSTOM)			\$120.00					\$120.00
ROTO BUCK (9X)	40 HP	0.14 HR		\$1.28	\$1.42	\$0.14	\$0.94	\$3.78
IRRIGATE (13X)		6.50 HR		\$61.43	\$0.05	\$0.00	\$7.60	\$69.08
SUBTOTAL		10.75 HR	\$193.33	\$101.54	\$67.37	\$22.30	\$46.35	\$430.88
HARVEST OPERATIONS								
ONION KNIVES	140 HP	0.27 HR		\$2.55	\$5.95	\$1.41	\$4.28	\$14.19
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)			\$450.16					\$450.16
SUBTOTAL		0.27 HR	\$2,812.66	\$2.55	\$5.95	\$1.41	\$4.28	\$2,826.85
OVERHEAD EXPENSES								
DOWNTIME		0.62 HR		\$5.88				\$5.88
EMPLOYEE BENEFITS				\$18.74				\$18.74
INSURANCE			\$2.08					\$2.08
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$211.58				\$211.58
OTHER EXPENSES			\$85.30					\$85.30
SUBTOTAL		0.62 HR	\$87.38	\$236.20		\$9.44		\$333.02
TOTAL OPERATING EXPENSES		11.64 HR	\$4,394.74	\$340.29	\$73.32	\$23.71	\$60.07	\$4,892.12
NET OPERATING PROFIT								\$109.63
INTEREST ON OPERATING CAPITAL		(\$955.82 @ 5.75%)						\$54.96
INTEREST ON EQUIPMENT INVESTMENT								\$24.81
RETURN TO LAND AND RISK								\$29.86

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

BUDGET SUMMARY

GROSS RETURN		\$5,001.75	
VARIABLE OPERATING EXPENSES	\$4,491.76		
RETURN OVER VARIABLE EXPENSES		\$509.99	(GROSS MARGIN)
FIXED EXPENSES	\$60.07		
NET FARM INCOME		\$449.92	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$340.29		
NET OPERATING PROFIT		\$109.63	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$79.77		
RETURN TO LAND AND RISK		\$29.86	

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 2018
 Planting Dates: March 15 - April 10
 Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
GREEN	\$490.00	15.00 TONS	\$7,350.00
RED	\$0.00	0.00 LBS	\$0.00
TOTAL			\$7,350.00

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$21.00	5 LBS	\$105.00		\$105.00
NITROGEN (N)	\$0.42	300 LBS	\$126.00		\$126.00
PHOSPHATE (P205)	\$0.49	70 LBS	\$34.30		\$34.30
HERBICIDE	\$74.10	1 X/ACRE	\$74.10		\$74.10
INSECTICIDE	\$46.16	1 X/ACRE	\$46.16		\$46.16
NEMATICIDE (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.	\$126.33		\$126.33
SUBTOTAL			\$597.43		\$597.43

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$3.09	\$1.12	\$1.59	\$7.12
CHISEL	140 HP	0.20 HR		\$1.89	\$4.41	\$1.26	\$2.45	\$10.01
PLOW	140 HP	0.38 HR		\$3.59	\$8.37	\$4.03	\$5.56	\$21.55
DISC (2X)	140 HP	0.28 HR		\$2.65	\$6.17	\$2.24	\$3.19	\$14.24
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$1.10	\$0.21	\$0.46	\$2.25
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.75	\$1.54	\$2.61	\$9.50
LISTER	140 HP	0.18 HR		\$1.70	\$3.97	\$1.13	\$2.35	\$9.14
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.00	\$7.09
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$2.21	\$0.73	\$0.51	\$5.45
VEG PLANT-SHAPER	140 HP	0.26 HR		\$2.46	\$5.73	\$1.30	\$4.50	\$13.98
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$4.43	\$1.47	\$1.03	\$10.89
CULTIVATOR (3X)	40 HP	0.63 HR		\$5.95	\$6.64	\$2.20	\$1.54	\$16.34
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$6.24	\$14.54	\$4.66	\$7.60	\$33.04
THINNING (CUSTOM)			\$70.00					\$70.00
HOEING (CUSTOM)			\$80.00					\$80.00
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.99	\$1.11	\$0.11	\$0.73	\$2.94
IRRIGATE (10X)		5.00 HR		\$47.25	\$0.00	\$0.00	\$0.00	\$47.25
SUBTOTAL		9.44 HR	\$223.33	\$89.16	\$65.52	\$22.00	\$34.11	\$434.12

HARVEST OPERATIONS								
HARVEST GREEN (CUSTOM)			\$1,350.00					\$1,350.00
HARVEST RED (CUSTOM)			\$0.00					\$0.00
HAUL (TRAILER) (3X)	40 HP	2.40 HR		\$22.68	\$25.31	\$2.50	\$13.96	\$64.45
FORK LIFT (3X)	RENTAL	1.05 HR	\$10.00	\$9.92				\$19.92
HAUL (CUSTOM)			\$187.50					\$187.50
SUBTOTAL		3.45 HR	\$1,547.50	\$32.60	\$25.31	\$2.50	\$13.96	\$1,621.88

POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		\$2.74	\$3.06	\$0.35	\$1.07	\$7.22

OVERHEAD EXPENSES								
DOWNTIME		1.86 HR		\$17.54				\$17.54
EMPLOYEE BENEFITS				\$22.41				\$22.41
INSURANCE			\$2.49					\$2.49
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$149.13				\$149.13
OTHER EXPENSES			\$85.30					\$85.30
SUBTOTAL		1.86 HR	\$87.79	\$189.09		\$9.44		\$286.32

TOTAL OPERATING EXPENSES	15.03 HR	\$2,456.05	\$313.59	\$93.89	\$24.85	\$58.59	\$2,946.97
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NET OPERATING PROFIT							\$4,403.03
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INTEREST ON OPERATING CAPITAL	(\$507.99	@	5.75%)		\$29.21
INTEREST ON EQUIPMENT INVESTMENT							\$21.91

RETURN TO LAND AND RISK							\$4,351.92
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*Pump water costs are shown under irrigation in the preharvest operation section.

BUDGET SUMMARY

GROSS RETURN		\$7,350.00	
VARIABLE OPERATING EXPENSES	\$2,574.79		
RETURN OVER VARIABLE EXPENSES	\$4,775.21	(GROSS MARGIN)	
FIXED EXPENSES	\$58.59		
NET FARM INCOME	\$4,716.62	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$313.59		
NET OPERATING PROFIT	\$4,403.03	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$51.12		
RETURN TO LAND AND RISK		\$4,351.92	

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 2018
 Planting Dates: March 15 - April 10
 Harvest Dates: August 15 - November 30

ITEM	PRICE	YIELD						TOTAL
GROSS RETURNS								
RED	\$0.60	3,500.00 LBS						\$2,100.00
TOTAL								\$2,100.00
PURCHASED INPUTS		PRICE	QUANTITY	PURCHASED INPUTS		FIXED COST		TOTAL
SEED	\$21.00		8 LBS	\$168.00				\$168.00
NITROGEN (N)	\$0.42		250 LBS	\$105.00				\$105.00
PHOSPHATE (P205)	\$0.49		60 LBS	\$29.40				\$29.40
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.	\$133.00				\$133.00
SUBTOTAL				\$641.20				\$641.20
PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	140 HP	0.14 HR		\$1.32	\$3.09	\$1.12	\$1.59	\$7.12
CHISEL	140 HP	0.20 HR		\$1.89	\$4.41	\$1.26	\$2.45	\$10.01
PLOW	140 HP	0.38 HR		\$3.59	\$8.37	\$4.03	\$5.56	\$21.55
DISC (2X)	140 HP	0.28 HR		\$2.65	\$6.17	\$2.24	\$3.19	\$14.24
LASER PLANE (CUSTOM)			\$73.33					\$73.33
FERTILIZE	140 HP	0.05 HR		\$0.47	\$1.10	\$0.21	\$0.46	\$2.25
DISC & SPRAY	140 HP	0.17 HR		\$1.61	\$3.75	\$1.54	\$2.61	\$9.50
LISTER	140 HP	0.18 HR		\$1.70	\$3.97	\$1.13	\$2.35	\$9.14
PRE-IRRIGATE		0.75 HR		\$7.09	\$0.00	\$0.00	\$0.00	\$7.09
ROLLING CULT	40 HP	0.21 HR		\$1.98	\$2.21	\$0.73	\$0.51	\$5.45
VEG PLANT-SHAPER	140 HP	0.26 HR		\$2.46	\$5.73	\$1.30	\$4.50	\$13.98
ROLLING CULT (2X)	40 HP	0.42 HR		\$3.97	\$4.43	\$1.47	\$1.03	\$10.89
CULTIVATOR (3X)	40 HP	0.63 HR		\$5.95	\$6.64	\$2.20	\$1.54	\$16.34
CULT & SIDEDRESS (2X)	140 HP	0.66 HR		\$6.24	\$14.54	\$4.66	\$7.60	\$33.04
THINNING (CUSTOM)			\$70.00					\$70.00
HOEING (CUSTOM)			\$80.00					\$80.00
ROTO BUCK (7X)	40 HP	0.11 HR		\$0.99	\$1.11	\$0.11	\$0.73	\$2.94
IRRIGATE (11X)		5.50 HR		\$51.98	\$0.00	\$0.00	\$0.00	\$51.98
SUBTOTAL		9.94 HR	\$223.33	\$93.89	\$65.52	\$22.00	\$34.11	\$438.85
HARVEST OPERATIONS								
HARVEST (CUSTOM)			\$700.00					\$700.00
HAUL (TRAILER) (3X)	40 HP	0.80 HR		\$7.56	\$8.44	\$0.83	\$4.65	\$21.48
FORK LIFT (3X)	RENTAL	0.30 HR	\$10.00	\$2.84				\$12.84
HAUL (CUSTOM)			\$105.00					\$105.00
SUBTOTAL		1.10 HR	\$815.00	\$10.40	\$8.44	\$0.83	\$4.65	\$839.32
POSTHARVEST OPERATIONS								
SHREDDER	40 HP	0.29 HR		\$2.74	\$3.06	\$0.35	\$1.07	\$7.22
OVERHEAD EXPENSES								
DOWNTIME		1.27 HR		\$11.99				\$11.99
EMPLOYEE BENEFITS				\$19.26				\$19.26
INSURANCE			\$2.14					\$2.14
LAND TAXES						\$9.44		\$9.44
SUPERVISION AND MANAGEMENT				\$147.17				\$147.17
OTHER EXPENSES			\$85.30					\$85.30
SUBTOTAL		1.27 HR	\$87.44	\$178.43		\$9.44		\$275.31
TOTAL OPERATING EXPENSES		12.59 HR	\$1,766.97	\$285.45	\$77.02	\$23.18	\$49.28	\$2,201.89
NET OPERATING PROFIT								(\$101.89)
INTEREST ON OPERATING CAPITAL		(\$467.29 @ 5.75%)						\$26.87
INTEREST ON EQUIPMENT INVESTMENT								\$18.77
RETURN TO LAND AND RISK								(\$147.53)

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

BUDGET SUMMARY

GROSS RETURN		\$2,100.00	
VARIABLE OPERATING EXPENSES	\$1,867.17		
RETURN OVER VARIABLE EXPENSES		\$232.83	(GROSS MARGIN)
FIXED EXPENSES	\$49.28		
NET FARM INCOME		\$183.55	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$285.45		
NET OPERATING PROFIT		(\$101.89)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$45.64		
RETURN TO LAND AND RISK		(\$147.53)	

Table 20. Whole farm budget summary, Dona Ana and Sierra Counties,
Actual 2018

GROSS RETURNS		
ALFALFA HAY	160 ACRES	
CROP		\$283,360
PIMA COTTON	17 ACRES	
LINT		\$13,770
SEED		\$1,714
COUNTER CYCLICAL PAYMENT		\$0
UPLAND COTTON	149.00 ACRES	
LINT		\$191,445
SEED		\$35,886
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$21,389
GRAIN SORGHUM	17 ACRES	
CROP		\$4,522
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		\$17,850
DIRECT PAYMENT		\$0
FALL ONIONS	20 ACRES	
CROP		\$188,880
MIDSEASON YELLOW ONIONS	20 ACRES	
CROP		\$105,472
SWEET SPANISH ONIONS	20 ACRES	
CROP		\$100,035
GREEN CHILE	15 ACRES	
GREEN		\$110,250
RED		\$0
RED CHILE	15 ACRES	
RED		\$31,500
GROSS RETURN		<u>\$1,284,069</u>
CASH OPERATING EXPENSES		
SEED		\$84,815
FERTILIZER		\$59,578
CHEMICALS		\$48,158
CROP INSURANCE		\$1,400
OTHER PURCHASED INPUTS		\$13,937
CANAL WATER		\$54,448
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$34,312
FUEL-IRRIGATION		\$8
REPAIRS		\$9,816
CUSTOM CHARGES		\$434,337
LAND TAXES		\$4,816
OTHER EXPENSES		\$44,295
TOTAL CASH EXPENSES		<u>\$789,922</u>
RETURN OVER CASH EXPENSES		\$494,148
FIXED EXPENSES		\$34,250
TOTAL EXPENSES		\$824,171
NET FARM INCOME		\$459,898
LABOR AND MANAGEMENT COSTS		\$115,958
NET OPERATING PROFIT		\$343,939
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$10,264
INTEREST ON EQUIPMENT INVESTMENT		\$12,568
TOTAL CAPITAL COSTS		<u>\$22,832</u>
RETURN TO LAND AND RISK		<u>\$321,107</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$3,000 /ACRE	\$276,107	20.30%
\$5,000 /ACRE	\$246,107	12.77%
\$7,000 /ACRE	\$216,107	9.31%
\$9,000 /ACRE	\$186,107	7.33%
\$11,000 /ACRE	\$156,107	6.04%

* 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)