### TABLE 1. Acreage Summary, Luna County, Projected 2014

<table>
<thead>
<tr>
<th>BUDGET AREA</th>
<th>DEMING AREA, LUNA COUNTY</th>
<th>FARM SIZE</th>
<th>640 ACRES</th>
<th>ACREAGE SUMMARY</th>
<th>LAND USE (ACRES)</th>
<th>AC. IN.</th>
<th>TOTAL AC. IN.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Irrigation Type</td>
<td>Flood</td>
<td>Number of Crops</td>
<td>10</td>
<td>Labor Wage Rate</td>
<td>$7.50</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>WATER USE</th>
<th>ACREAGE SUMMARY</th>
<th>LAND USE (ACRES)</th>
<th>AC. IN.</th>
<th>TOTAL AC. IN.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wheat</td>
<td>68.00</td>
<td>20</td>
<td>1,360</td>
<td></td>
</tr>
<tr>
<td>ARP</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Flex in Cotton</td>
<td>12.00</td>
<td>26</td>
<td>312</td>
<td></td>
</tr>
<tr>
<td>Grain Sorghum</td>
<td>95.50</td>
<td>30</td>
<td>2,805</td>
<td></td>
</tr>
<tr>
<td>ARP</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Flex in Cotton</td>
<td>16.50</td>
<td>26</td>
<td>429</td>
<td></td>
</tr>
<tr>
<td>Cotton</td>
<td>272.00</td>
<td>26</td>
<td>7,072</td>
<td></td>
</tr>
<tr>
<td>ARP</td>
<td>0.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Flex in Cotton</td>
<td>46.00</td>
<td>26</td>
<td>1,248</td>
<td></td>
</tr>
<tr>
<td>Green Chile</td>
<td>40.00</td>
<td>54</td>
<td>2,160</td>
<td></td>
</tr>
<tr>
<td>Red Chile</td>
<td>40.00</td>
<td>48</td>
<td>1,920</td>
<td></td>
</tr>
<tr>
<td>Fall Onions</td>
<td>10.00</td>
<td>56</td>
<td>560</td>
<td></td>
</tr>
<tr>
<td>Midseason Yellow</td>
<td>10.00</td>
<td>48</td>
<td>480</td>
<td></td>
</tr>
<tr>
<td>Late Season Onions</td>
<td>10.00</td>
<td>48</td>
<td>480</td>
<td></td>
</tr>
<tr>
<td>Spring Lettuce</td>
<td>10.00</td>
<td>24</td>
<td>240</td>
<td></td>
</tr>
<tr>
<td>Fall Lettuce</td>
<td>10.00</td>
<td>40</td>
<td>400</td>
<td></td>
</tr>
<tr>
<td>Roads, Ditches, Homestead</td>
<td>10.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>640.00</strong></td>
<td><strong>19,466</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*DOUBLE-CROPPED

| ACRE FEET PER ACRE OF WATER RIGHTS | 2.53 |

### TABLE 2. Basic cost information for the Deming area, Projected 2014

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Labor Wage Rate</td>
<td>$7.50</td>
</tr>
</tbody>
</table>

Purchased Inputs:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nitrogen (N)</td>
<td>$0.50</td>
</tr>
<tr>
<td>Phosphate (P2O5)</td>
<td>$0.40</td>
</tr>
<tr>
<td>Anhydrous Ammonia (NH3)</td>
<td>$700.00</td>
</tr>
</tbody>
</table>

Seed:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wheat</td>
<td>$0.45</td>
</tr>
<tr>
<td>Grain Sorghum</td>
<td>$1.31</td>
</tr>
<tr>
<td>Cotton</td>
<td>$7.55</td>
</tr>
</tbody>
</table>

Energy:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Natural gas (Gas Co. of NM)</td>
<td>$0.41</td>
</tr>
<tr>
<td>Diesel fuel</td>
<td>$4.00</td>
</tr>
<tr>
<td>Gasoline</td>
<td>$3.50</td>
</tr>
</tbody>
</table>

Electricity (Columbus):

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electricity</td>
<td>7.45</td>
</tr>
<tr>
<td>LP Gas</td>
<td>$2.75</td>
</tr>
</tbody>
</table>

Employee Benefits:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employee Liability Insurance</td>
<td>$20.00</td>
</tr>
</tbody>
</table>
| Employee Benefits | 18.00%

Labor Downtime:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
</table>
| Labor Downtime | 25.00%

Financial Rates:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Capital Interest Rate</td>
<td>5.50%</td>
</tr>
<tr>
<td>Land Interest Rate</td>
<td>5.00%</td>
</tr>
<tr>
<td>Equipment Interest Rate</td>
<td>5.50%</td>
</tr>
<tr>
<td>Real Interest Rate</td>
<td>3.00%</td>
</tr>
</tbody>
</table>

Land Taxes:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land Taxes</td>
<td>$223.00</td>
</tr>
</tbody>
</table>

Personal Property Tax Rate:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>- NR</td>
<td>$12,000</td>
</tr>
<tr>
<td>- R</td>
<td>$22.27</td>
</tr>
</tbody>
</table>

Supervision Factors:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Field Crop-Irrigation</td>
<td>$1.00</td>
</tr>
<tr>
<td>Field Crop-Equipment &amp; General</td>
<td>$0.50</td>
</tr>
<tr>
<td>Vegetable Crop-Irrigation</td>
<td>$2.90</td>
</tr>
<tr>
<td>Vegetable Crop-Equip. &amp; General</td>
<td>$1.00</td>
</tr>
</tbody>
</table>

Management Rate:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Field Crops</td>
<td>7.00%</td>
</tr>
<tr>
<td>Vegetable Crops</td>
<td>10.00%</td>
</tr>
</tbody>
</table>

### TABLE 3. Overhead cost information for Deming area, Projected 2014

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electricity (Domestic &amp; Shop)</td>
<td>$242.00 per month</td>
</tr>
<tr>
<td>Telephone</td>
<td>$157.30 per month</td>
</tr>
<tr>
<td>Accounting &amp; Legal</td>
<td>$16,916</td>
</tr>
<tr>
<td>Misc. Supplies &amp; Hand Tools</td>
<td>$2,656</td>
</tr>
<tr>
<td>Pickup and Auto</td>
<td>$1,410</td>
</tr>
<tr>
<td>Dues, fees, publications</td>
<td>$411</td>
</tr>
<tr>
<td>Farmstead Equipment</td>
<td>$188</td>
</tr>
</tbody>
</table>

Total:

$48,172

Total Per Planted Acre:

$75.27
<table>
<thead>
<tr>
<th>ITEM</th>
<th>PRICE</th>
<th>YIELD</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>WHEAT</td>
<td>$11.67</td>
<td>50 CWT</td>
<td>$583.33</td>
</tr>
<tr>
<td>DIRECT PAYMENT</td>
<td>$0.00</td>
<td>50 CWT</td>
<td>$0.00</td>
</tr>
<tr>
<td>COUNTER CYCLICAL PAYMENT</td>
<td>$0.00</td>
<td></td>
<td>$0.00</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td></td>
<td>$583.33</td>
</tr>
</tbody>
</table>

## Projected 2014

**Planting dates:** January 1 - February 10

**Harvest dates:** June 15 - July 15

### GROSS RETURNS

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
<th>Yield</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wheat</td>
<td>$11.67</td>
<td>50 CWT</td>
<td>$583.33</td>
</tr>
<tr>
<td>Direct Payment</td>
<td>$0.00</td>
<td>50 CWT</td>
<td>$0.00</td>
</tr>
<tr>
<td>Counter Cyclical Payment</td>
<td>$0.00</td>
<td></td>
<td>$0.00</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td></td>
<td>$583.33</td>
</tr>
</tbody>
</table>

### SEED INPUTS

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
<th>Quantity</th>
<th>Purchased Inputs</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seed</td>
<td>$0.45</td>
<td>100 LBS</td>
<td>$45.00</td>
<td>$45.00</td>
</tr>
<tr>
<td>Anhydrous Ammonia (NH3)</td>
<td>$0.35</td>
<td>250 LBS</td>
<td>$87.50</td>
<td>$87.50</td>
</tr>
<tr>
<td>Nitrogen (N)</td>
<td>$0.50</td>
<td>30 LBS</td>
<td>$15.00</td>
<td>$15.00</td>
</tr>
<tr>
<td>Phosphate (P2O5)</td>
<td>$0.40</td>
<td>80 LBS</td>
<td>$32.00</td>
<td>$32.00</td>
</tr>
<tr>
<td>Crop Insurance</td>
<td>$0.74</td>
<td></td>
<td>$0.74</td>
<td>$0.74</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td></td>
<td></td>
<td>$180.24</td>
<td>$180.24</td>
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</tbody>
</table>

### EST POWER UNIT

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
<th>Quantity</th>
<th>Purchased Inputs</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Disc (2X)</td>
<td>185 HP</td>
<td>0.28 HR</td>
<td>$2.10</td>
<td>$10.15</td>
</tr>
<tr>
<td>Lister</td>
<td>140 HP</td>
<td>0.12 HR</td>
<td>$0.90</td>
<td>$3.28</td>
</tr>
<tr>
<td>Fertilizer</td>
<td>140 HP</td>
<td>0.05 HR</td>
<td>$0.38</td>
<td>$1.37</td>
</tr>
<tr>
<td>Drill</td>
<td>140 HP</td>
<td>0.18 HR</td>
<td>$1.35</td>
<td>$4.92</td>
</tr>
<tr>
<td>Irrigate (4X)</td>
<td>2 HR</td>
<td></td>
<td>$15.00</td>
<td>$51.19</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td></td>
<td></td>
<td>2.63 HR</td>
<td>$19.73</td>
</tr>
</tbody>
</table>

### HARVEST OPERATIONS

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
<th>Quantity</th>
<th>Purchased Inputs</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Combine (Custom)</td>
<td>$26.00</td>
<td></td>
<td>$26.00</td>
<td></td>
</tr>
<tr>
<td>Haul (Custom)</td>
<td>$9.50</td>
<td></td>
<td>$9.50</td>
<td></td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td></td>
<td></td>
<td>$35.50</td>
<td>$35.50</td>
</tr>
</tbody>
</table>

### OVERHEAD EXPENSES

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
<th>Quantity</th>
<th>Purchased Inputs</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Downtime</td>
<td>0.1575 HR</td>
<td></td>
<td>$1.18</td>
<td></td>
</tr>
<tr>
<td>Employee Benefits</td>
<td>$3.55</td>
<td></td>
<td>$3.55</td>
<td></td>
</tr>
<tr>
<td>Insurance</td>
<td>$0.39</td>
<td></td>
<td>$0.39</td>
<td></td>
</tr>
<tr>
<td>Land Taxes</td>
<td></td>
<td></td>
<td>$1.88</td>
<td></td>
</tr>
<tr>
<td>Supervision and Management</td>
<td></td>
<td></td>
<td>$43.15</td>
<td></td>
</tr>
<tr>
<td>Other Expenses</td>
<td>$75.27</td>
<td></td>
<td>$75.27</td>
<td></td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td></td>
<td></td>
<td>0.16 HR</td>
<td>$75.66</td>
</tr>
</tbody>
</table>

### TOTAL OPERATING EXPENSES

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
<th>Quantity</th>
<th>Purchased Inputs</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Disc (2X)</td>
<td>185 HP</td>
<td>0.28 HR</td>
<td>$2.10</td>
<td>$10.15</td>
</tr>
<tr>
<td>Lister</td>
<td>140 HP</td>
<td>0.12 HR</td>
<td>$0.90</td>
<td>$3.28</td>
</tr>
<tr>
<td>Fertilizer</td>
<td>140 HP</td>
<td>0.05 HR</td>
<td>$0.38</td>
<td>$1.37</td>
</tr>
<tr>
<td>Drill</td>
<td>140 HP</td>
<td>0.18 HR</td>
<td>$1.35</td>
<td>$4.92</td>
</tr>
<tr>
<td>Irrigate (4X)</td>
<td>2 HR</td>
<td></td>
<td>$15.00</td>
<td>$51.19</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td></td>
<td></td>
<td>2.63 HR</td>
<td>$19.73</td>
</tr>
</tbody>
</table>

### RETURN TO LAND AND RISK

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Operating Profit</td>
<td></td>
<td>$111.89</td>
</tr>
<tr>
<td>Interest on Operating Capital</td>
<td>($112.19 @ 5.50%)</td>
<td>$6.17</td>
</tr>
<tr>
<td>Interest on Equipment Investment</td>
<td></td>
<td>$6.59</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td></td>
<td>$291.40</td>
</tr>
</tbody>
</table>

### BUDGET SUMMARY

<table>
<thead>
<tr>
<th>Item</th>
<th>Price</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Return</td>
<td>$583.33</td>
<td></td>
</tr>
<tr>
<td>Variable Operating Expenses</td>
<td>$367.86</td>
<td></td>
</tr>
<tr>
<td>Return Over Variable Expenses</td>
<td>$215.47</td>
<td>(GROSS MARGIN)</td>
</tr>
<tr>
<td>Fixed Expenses</td>
<td>$35.98</td>
<td></td>
</tr>
<tr>
<td>Net Farm Income</td>
<td>$179.50</td>
<td>(RETURN TO CAPITAL, LABOR, LAND &amp; RISK)</td>
</tr>
<tr>
<td>Labor and Management Cost</td>
<td>$67.61</td>
<td></td>
</tr>
<tr>
<td>Net Operating Profit</td>
<td>$111.89</td>
<td>(RETURN TO CAPITAL, LAND &amp; RISK)</td>
</tr>
<tr>
<td>Capital Costs</td>
<td>$12.76</td>
<td></td>
</tr>
<tr>
<td>Return to Land and Risk</td>
<td></td>
<td>$99.13</td>
</tr>
</tbody>
</table>

---

* Pump water costs are shown under irrigation in the preharvest operations section.
### TABLE 7.

Grain sorghum, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2014

Planting dates: May 10 - July 10
Harvest dates: October 15 - November 15

#### GROSS RETURNS

<table>
<thead>
<tr>
<th>ITEM</th>
<th>PRICE</th>
<th>YIELD</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grain Sorghum</td>
<td>$7.06</td>
<td>70.00 CWT</td>
<td>$494.50</td>
</tr>
<tr>
<td>Direct Payment</td>
<td>$0.00</td>
<td>70.00 CWT</td>
<td>$0.00</td>
</tr>
<tr>
<td>Counter Cyclical Payment</td>
<td>$0.00</td>
<td>0.00 CWT</td>
<td>$0.00</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$494.50</strong></td>
<td><strong>$494.50</strong></td>
<td><strong>$494.50</strong></td>
</tr>
</tbody>
</table>

#### SED INPUTS

<table>
<thead>
<tr>
<th>ITEM</th>
<th>PRICE</th>
<th>QUANTITY</th>
<th>PURCHASED</th>
<th>FIXED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seed</td>
<td>$1.31</td>
<td>8 LBS</td>
<td>$10.48</td>
<td>$10.48</td>
</tr>
<tr>
<td>Anhydrous Ammonia (NH3)</td>
<td>$0.35</td>
<td>200 LBS</td>
<td>$70.00</td>
<td>$70.00</td>
</tr>
<tr>
<td>Nitrogen (N)</td>
<td>$0.50</td>
<td>30 LBS</td>
<td>$15.00</td>
<td>$15.00</td>
</tr>
<tr>
<td>Phosphate (P2O5)</td>
<td>$0.40</td>
<td>70 LBS</td>
<td>$28.00</td>
<td>$28.00</td>
</tr>
<tr>
<td>Herbicide</td>
<td>$15.54</td>
<td>1 ACRE</td>
<td>$15.54</td>
<td>$15.54</td>
</tr>
<tr>
<td>Insecticide (Aerial)</td>
<td>$18.95</td>
<td>1 ACRE</td>
<td>$18.95</td>
<td>$18.95</td>
</tr>
<tr>
<td>Insecticide</td>
<td>$11.16</td>
<td>1 DOLLAR</td>
<td>$11.16</td>
<td>$11.16</td>
</tr>
<tr>
<td>Pump Water</td>
<td>$0.53</td>
<td>30 ACRE</td>
<td>$0.53</td>
<td>$0.53</td>
</tr>
<tr>
<td><strong>CROP INSURANCE</strong></td>
<td></td>
<td></td>
<td><strong>$169.67</strong></td>
<td><strong>$169.67</strong></td>
</tr>
</tbody>
</table>

#### EST OPERATIONS

<table>
<thead>
<tr>
<th>ITEM</th>
<th>POWER UNIT</th>
<th>ACCOMPLISHMENT RATE</th>
<th>PURCHASED INPUTS</th>
<th>FUEL &amp; LUBE</th>
<th>REPAIRS</th>
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<td>185 HP</td>
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#### POST HARVEST OPERATIONS

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#### OVERHEAD EXPENSES

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#### TOTAL OPERATING EXPENSES

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#### NET OPERATING PROFIT

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<tr>
<td>Interest on Operating Capital</td>
<td>( $124.41 @ 5.50%)</td>
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<td>Interest on Equipment Investment</td>
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#### RETURN TO LAND AND RISK

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<td>Return to Land and Risk</td>
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* Pump water costs are shown under irrigation in the preharvest operations section.

**Budget Summary**

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</table>
### Table 8

Upland cotton (picker), flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2014

**Planting dates:** April 1 - May 15  
**Harvest dates:** October 1 - December 20

#### Table: Gross Returns

<table>
<thead>
<tr>
<th>ITEM</th>
<th>PRICE</th>
<th>YIELD</th>
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<tr>
<td>GROSS RETURNS</td>
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<tr>
<td>LINT</td>
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<td>750 LBS</td>
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<tr>
<td>SEED</td>
<td>$0.09</td>
<td>1200 LBS</td>
<td>$108.00</td>
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<td>DIRECT PAYMENT</td>
<td>$0.00</td>
<td>1080 LBS</td>
<td>$0.00</td>
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<td>COUNTER CYCLICAL PAYMENT</td>
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<td><strong>TOTAL</strong></td>
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<td><strong>$793.00</strong></td>
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#### Table: ED Inputs

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<tr>
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<td>18 LBS</td>
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<td>150 LBS</td>
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<th>PURCHASED</th>
<th>LUBE</th>
<th>REPAIRS</th>
<th>FIXED COST</th>
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<tbody>
<tr>
<td>DISC (2X)</td>
<td>185 HP</td>
<td>0.28 HR</td>
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<td>$10.15</td>
<td>$2.05</td>
<td>$4.16</td>
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<tr>
<td>PLOW</td>
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<td>$17.40</td>
<td>$3.80</td>
<td>$7.27</td>
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<tr>
<td>DISC</td>
<td>185 HP</td>
<td>0.14 HR</td>
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<td>$5.08</td>
<td>$1.02</td>
<td>$2.08</td>
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<td>$0.66</td>
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#### Table: Harvest Operations

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<th>REPAIRS</th>
<th>FIXED COST</th>
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<td>COTTON PICKER (2X)</td>
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#### Table: Post Harvest Operations

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<td>SHREDDER</td>
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#### Table: Total Operating Expenses

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#### Table: Net Operating Profit

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<th>REPAIRS</th>
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<td><strong>RETURN TO LAND AND RISK</strong></td>
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#### Table: Summary

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<td>(GROSS MARGIN)</td>
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<td></td>
</tr>
<tr>
<td><strong>FIXED EXPENSES</strong></td>
<td>$99.92</td>
<td></td>
<td></td>
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<tr>
<td><strong>NET FARM INCOME</strong></td>
<td>($40.72)</td>
<td>(RETURN TO CAPITAL, LABOR, LAND &amp; RISK)</td>
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</tr>
<tr>
<td><strong>LABOR AND MANAGEMENT COST</strong></td>
<td>$131.72</td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>NET OPERATING PROFIT</strong></td>
<td>($172.44)</td>
<td>(RETURN TO CAPITAL, LABOR, LAND &amp; RISK)</td>
<td></td>
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</tr>
<tr>
<td><strong>CAPITAL COSTS</strong></td>
<td>$32.83</td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td><strong>RETURN TO LAND AND RISK</strong></td>
<td>($205.27)</td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

---

* Pump water costs are shown under irrigation in the preharvest operations section.
TABLE 9. Green chile, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2014
Harvesting dates: August 15 - September 15

<table>
<thead>
<tr>
<th>ITEM</th>
<th>PRICE</th>
<th>YIELD</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>GREEN CHILE</td>
<td>$475.00</td>
<td>11.00 TONS</td>
<td>$5,225.00</td>
</tr>
<tr>
<td>RED CHILE</td>
<td>$0.00</td>
<td>0.00 LBS</td>
<td>$0.00</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$5,225.00</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ITEM</th>
<th>PRICE</th>
<th>QUANTITY</th>
<th>PURCHASED</th>
<th>FIXED COST</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEED</td>
<td>$22.00</td>
<td>4 LBS</td>
<td>$88.00</td>
<td>$88.00</td>
</tr>
<tr>
<td>ANHYDROUS AMMONIA (NH3)</td>
<td>$0.35</td>
<td>300 LBS</td>
<td>$105.00</td>
<td>$105.00</td>
</tr>
<tr>
<td>NITROGEN (N)</td>
<td>$0.50</td>
<td>60 LBS</td>
<td>$30.00</td>
<td>$30.00</td>
</tr>
<tr>
<td>PHOSPHATE (P2O5)</td>
<td>$0.40</td>
<td>150 LBS</td>
<td>$60.00</td>
<td>$60.00</td>
</tr>
<tr>
<td>HERBICIDE</td>
<td>$15.54</td>
<td>1 ACRE</td>
<td>$15.54</td>
<td>$15.54</td>
</tr>
<tr>
<td>CROP INSURANCE</td>
<td>$72.58</td>
<td>1 DOLLAR</td>
<td>$72.58</td>
<td>$72.58</td>
</tr>
<tr>
<td>FUEL &amp; LUBE &amp; REPARES</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DISC</td>
<td>185 HP</td>
<td>0.14 HR</td>
<td>$1.05</td>
<td>$5.08</td>
</tr>
<tr>
<td>DISC</td>
<td>185 HP</td>
<td>0.48 HR</td>
<td>$3.60</td>
<td>$17.40</td>
</tr>
<tr>
<td>LASER (CUSTOM)</td>
<td>140 HP</td>
<td>0.13 HR</td>
<td>$0.98</td>
<td>$3.56</td>
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<tr>
<td>FERTILIZE</td>
<td>140 HP</td>
<td>0.05 HR</td>
<td>$0.39</td>
<td>$1.37</td>
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<tr>
<td>PRE-IRRIGATE</td>
<td>0.75 HR</td>
<td>$5.63</td>
<td>$9.21</td>
<td>$26.38</td>
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<tr>
<td>ROLLING CULT</td>
<td>80 HP</td>
<td>0.13 HR</td>
<td>$0.98</td>
<td>$2.77</td>
</tr>
<tr>
<td>PLANTER</td>
<td>140 HP</td>
<td>0.17 HR</td>
<td>$1.28</td>
<td>$4.65</td>
</tr>
<tr>
<td>CULTIVATOR (IX)</td>
<td>80 HP</td>
<td>0.65 HR</td>
<td>$4.88</td>
<td>$13.85</td>
</tr>
<tr>
<td>THIN &amp; HOE (CUSTOM)</td>
<td>$90.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ROTO BUCK (7X)</td>
<td>140 HP</td>
<td>0.21 HR</td>
<td>$1.58</td>
<td>$5.74</td>
</tr>
<tr>
<td>IRRIGATE (14X)</td>
<td>7 HR</td>
<td>$52.50</td>
<td>$128.99</td>
<td>$3.71</td>
</tr>
<tr>
<td>HAUL</td>
<td>3/4 TON</td>
<td>6 HR</td>
<td>$45.00</td>
<td>$132.30</td>
</tr>
<tr>
<td>TOTAL</td>
<td>9.85 HR</td>
<td>$163.33</td>
<td>$73.88</td>
<td>$197.70</td>
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<thead>
<tr>
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<th>ACCOMPLISHMENT RATE</th>
<th>PURCHASED</th>
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</thead>
<tbody>
<tr>
<td>HARVEST OPERATIONS</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HARVEST GREEN (CUSTOM)</td>
<td>80 HP</td>
<td>0.29 HR</td>
<td>$2.18</td>
</tr>
<tr>
<td>HARVEST RED (CUSTOM)</td>
<td>80 HP</td>
<td>0.29 HR</td>
<td>$2.18</td>
</tr>
<tr>
<td>HAUL</td>
<td>3/4 TON</td>
<td>6 HR</td>
<td>$45.00</td>
</tr>
<tr>
<td>TOTAL</td>
<td>6.00 HR</td>
<td>$1,089.00</td>
<td>$45.00</td>
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<table>
<thead>
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<th>POWER</th>
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<th>PURCHASED</th>
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</thead>
<tbody>
<tr>
<td>OVERHEAD EXPENSES</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DOWNTIME</td>
<td>0.565 HR</td>
<td>$4.24</td>
<td>$4.24</td>
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<tr>
<td>EMPLOYEE BENEFITS</td>
<td></td>
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<td>$13.69</td>
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<tr>
<td>INSURANCE</td>
<td>$1.52</td>
<td>$1.52</td>
<td>$1.52</td>
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<tr>
<td>LAND TAXES</td>
<td>$1.88</td>
<td>$1.88</td>
<td>$1.88</td>
</tr>
<tr>
<td>SUPERVISION AND MANAGEMENT</td>
<td>$135.13</td>
<td></td>
<td>$135.13</td>
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<tr>
<td>OTHER EXPENSES</td>
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<td>$75.27</td>
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<tr>
<td>TOTAL</td>
<td>0.57 HR</td>
<td>$153.05</td>
<td>$153.05</td>
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<table>
<thead>
<tr>
<th>ITEM</th>
<th>POWER</th>
<th>ACCOMPLISHMENT RATE</th>
<th>PURCHASED</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL OPERATING EXPENSES</td>
<td>16.71 HR</td>
<td>$1,151.77</td>
<td>$274.10</td>
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<tr>
<td>NET OPERATING PROFIT</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>INTEREST ON OPERATING CAPITAL</td>
<td>($351.61 @ 5.50%)</td>
<td>$19.34</td>
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</tr>
<tr>
<td>INTEREST ON EQUIPMENT INVESTMENT</td>
<td></td>
<td>$35.95</td>
<td></td>
</tr>
<tr>
<td>RETURN TO LAND AND RISK</td>
<td></td>
<td>$2,683.76</td>
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</table>

<table>
<thead>
<tr>
<th>ITEM</th>
<th>55.29</th>
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</thead>
<tbody>
<tr>
<td>NET OPERATING PROFIT</td>
<td>$2,739.05</td>
<td></td>
</tr>
<tr>
<td>RETURN TO LAND AND RISK</td>
<td>$2,683.76</td>
<td></td>
</tr>
</tbody>
</table>

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

**BUDGET SUMMARY**

- **GROSS RETURN**: $5,225.00
- **VARIABLE OPERATING EXPENSES**: $2,098.24
- **RETURN OVER VARIABLE EXPENSES**: $1,126.76 (GROSS MARGIN)
- **FIXED EXPENSES**: $113.61
- **NET FARM INCOME**: $3,013.15 (RETURN TO CAPITAL, LABOR, LAND & RISK)
- **LABOR AND MANAGEMENT COST**: $724.10
- **NET OPERATING PROFIT**: $2,739.05 (RETURN TO CAPITAL, LAND & RISK)
- **CAPITAL COSTS**: $55.29
- **RETURN TO LAND AND RISK**: $2,683.76
TABLE 10. Red chile, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County.
Projected 2014
Harvesting dates: September 15 - January 31

<table>
<thead>
<tr>
<th>ITEM</th>
<th>PRICE</th>
<th>YIELD</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>GROSS RETURNS</td>
<td></td>
<td></td>
<td>$4,000.00</td>
</tr>
<tr>
<td>RED CHILE</td>
<td>$1.00</td>
<td>4,000.00 LBS</td>
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</tr>
<tr>
<td>TOTAL</td>
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<td></td>
<td>$4,000.00</td>
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</table>

<table>
<thead>
<tr>
<th>PURCHASED INPUTS</th>
<th>PRICE</th>
<th>QUANTITY</th>
<th>FIXED</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEED</td>
<td>$22.00</td>
<td>4 LBS</td>
<td>$88.00</td>
<td>$88.00</td>
</tr>
<tr>
<td>ANHYDROUS AMMONIA (NH3)</td>
<td>$0.35</td>
<td>230 LBS</td>
<td>$80.50</td>
<td>$80.50</td>
</tr>
<tr>
<td>NITROGEN (N)</td>
<td>$0.50</td>
<td>60 LBS</td>
<td>$30.00</td>
<td>$30.00</td>
</tr>
<tr>
<td>PHOSPHATE (P2O5)</td>
<td>$0.40</td>
<td>150 LBS</td>
<td>$60.00</td>
<td>$60.00</td>
</tr>
<tr>
<td>HERBICIDE</td>
<td>$15.54</td>
<td>1 ACRE</td>
<td>$15.54</td>
<td>$15.54</td>
</tr>
<tr>
<td>INSECTICIDE</td>
<td>$15.54</td>
<td>1 ACRE</td>
<td>$15.54</td>
<td>$15.54</td>
</tr>
<tr>
<td>CROP INSURANCE</td>
<td>$76.22</td>
<td>1 DOLLAR</td>
<td>$76.22</td>
<td>$76.22</td>
</tr>
<tr>
<td>PUMP WATER*</td>
<td>$48 AC. IN.</td>
<td></td>
<td></td>
<td></td>
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</tbody>
</table>

| SUBTOTAL                    |       |         | $365.80| $365.80|

<table>
<thead>
<tr>
<th>ST OPERATIO</th>
<th>POWER</th>
<th>ACCOMPLISHMENT RATE</th>
<th>PURCHASED ING</th>
<th>FUEL &amp; LUBE</th>
<th>REPAIRS</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>DISC</td>
<td>185 HP</td>
<td>0.14 HR</td>
<td>$1.05</td>
<td>$5.08</td>
<td>$1.02</td>
<td>$2.08</td>
</tr>
<tr>
<td>PLOW</td>
<td>185 HP</td>
<td>0.48 HR</td>
<td>$3.60</td>
<td>$17.40</td>
<td>$3.80</td>
<td>$27.27</td>
</tr>
<tr>
<td>DISC</td>
<td>185 HP</td>
<td>0.14 HR</td>
<td>$1.05</td>
<td>$5.08</td>
<td>$1.02</td>
<td>$2.08</td>
</tr>
<tr>
<td>DRAG (2X)</td>
<td>80 HP</td>
<td>0.2 HR</td>
<td>$1.50</td>
<td>$4.26</td>
<td>$0.19</td>
<td>$6.03</td>
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<tr>
<td>LISTER</td>
<td>140 HP</td>
<td>0.12 HR</td>
<td>$0.90</td>
<td>$3.28</td>
<td>$0.84</td>
<td>$4.04</td>
</tr>
<tr>
<td>FERTILIZE</td>
<td>140 HP</td>
<td>0.05 HR</td>
<td>$0.38</td>
<td>$1.37</td>
<td>$0.22</td>
<td>$2.62</td>
</tr>
<tr>
<td>PRE-IRRIGATE</td>
<td></td>
<td>0.75 HR</td>
<td>$5.63</td>
<td>$10.24</td>
<td>$0.29</td>
<td>$18.18</td>
</tr>
<tr>
<td>ROLLING CULT</td>
<td>80 HP</td>
<td>0.13 HR</td>
<td>$0.98</td>
<td>$2.77</td>
<td>$0.61</td>
<td>$5.17</td>
</tr>
<tr>
<td>PLANTER</td>
<td>140 HP</td>
<td>0.17 HR</td>
<td>$1.28</td>
<td>$4.65</td>
<td>$0.95</td>
<td>$10.87</td>
</tr>
<tr>
<td>CULTIVATOR (5X)</td>
<td>80 HP</td>
<td>0.65 HR</td>
<td>$4.88</td>
<td>$13.85</td>
<td>$2.63</td>
<td>$22.39</td>
</tr>
<tr>
<td>THIN &amp; HOE (CUSTOM)</td>
<td></td>
<td></td>
<td>$90.00</td>
<td>$90.00</td>
<td>$90.00</td>
<td></td>
</tr>
<tr>
<td>WILL CRUSH (7X)</td>
<td>140 HP</td>
<td>0.21 HR</td>
<td>$1.58</td>
<td>$5.74</td>
<td>$0.92</td>
<td>$11.33</td>
</tr>
<tr>
<td>IRRIGATE (11X)</td>
<td>5.5 HR</td>
<td>$41.25</td>
<td>$112.61</td>
<td>$3.24</td>
<td>$40.14</td>
<td>$197.24</td>
</tr>
</tbody>
</table>

| SUBTOTAL | 8.54 HR | $90.00 | $64.05 | $186.33 | $15.87 | $67.50 | $423.75 |

| HARVEST OPERATIONS | | | | | | |
|---------------------| | | | | | |
| HARVEST (CUSTOM)    | $880.00 | | $880.00 | | | |
| HAUL                | 3/4 TON | 3 HR | $22.50 | $66.15 | $14.33 | $18.24 | $121.21 |

| POST HARVEST OPERATIONS | | | | | | |
|-------------------------| | | | | | |
| SHREDDER               | 80 HP | 0.29 HR | $2.18 | $6.18 | $1.02 | $10.99 |

| OVERHEAD EXPENSES | | | | | | |
|--------------------| | | | | | |
| DOWNTIME            | 1.395 HR | | $10.46 | | $10.46 |
| EMPLOYEE BENEFITS   | $15.58 | | | | $15.58 |
| INSURANCE           | $1.73 | | | | $1.73 |
| LAND TAXES          | $1.88 | | | | $1.88 |
| SUPERVISION & MANAGEMENT | $111.56 | | | | $111.56 |
| OTHER EXPENSES      | $75.27 | | | | $75.27 |

| SUBTOTAL | 1.40 HR | $77.00 | $173.61 | $1.88 | $216.49 |

| TOTAL OPERATING EXPENSES | 13.23 HR | $1,412.80 | $268.33 | $256.67 | $31.21 | $89.24 | $2,018.25 |

| NET OPERATING PROFIT | $1,981.75 |

| RETURN TO LAND AND RISK | $1,940.11 |

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

<table>
<thead>
<tr>
<th>BUDGET SUMMARY</th>
</tr>
</thead>
</table>

| GROSS RETURN | $4,000.00 |
| RETURN OVER VARIABLE EXPENSES | $2,297.32 (GROSS MARGIN) |
| FIXED EXPENSES | $89.24 |
| NET FARM INCOME | $2,208.08 (RETURN TO CAPITAL, LABOR, LAND & RISK) |
| LABOR AND MANAGEMENT COST | $226.33 |
| NET OPERATING PROFIT | $1,981.75 (RETURN TO CAPITAL, LAND & RISK) |
| CAPITAL COSTS | $41.65 |
| RETURN TO LAND AND RISK | $1,940.11 |
TABLE 11. Spring lettuce, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2014  
Planting dates: January 1 - February 5  
Harvesting dates: May 15 - June 15  
Projected 2014

<table>
<thead>
<tr>
<th>ITEM</th>
<th>PRICE</th>
<th>YIELD</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPRING LETTUCE</td>
<td>$6.21</td>
<td>475.00 CARTONS</td>
<td>$2,949.75</td>
</tr>
</tbody>
</table>

TOTAL $2,949.75

ED INPUTS | PURCHASED | FIXED |
<table>
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<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>PRICE</td>
<td>QUANTITY</td>
<td>INPUTS</td>
</tr>
<tr>
<td>SEED</td>
<td>$1.89</td>
<td>4 LBS</td>
</tr>
<tr>
<td>ANHYDROUS AMMONIA (NH3)</td>
<td>$0.35</td>
<td>250 LBS</td>
</tr>
<tr>
<td>NITROGEN (N)</td>
<td>$0.50</td>
<td>50 LBS</td>
</tr>
<tr>
<td>PHOSPHATE (P2O5)</td>
<td>$0.40</td>
<td>150 LBS</td>
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<tr>
<td>INSECTICIDE</td>
<td>$92.45</td>
<td>1 X/ACRE</td>
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<tr>
<td>PUMP WATER*</td>
<td>24 AC. IN.</td>
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</table>

SUBTOTAL $272.51

EST OPERATIONS | POWER UNIT | ACCOMPLISHMENT RATE | PURCHASED | FUEL & LUBE | REPAIRS | FIXED | TOTAL |
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<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>DISC</td>
<td>185 HP</td>
<td>0.14 HR</td>
<td>$1.05</td>
<td>$5.08</td>
<td>$1.02</td>
<td>$2.08</td>
<td>$9.23</td>
</tr>
<tr>
<td>PLOW</td>
<td>185 HP</td>
<td>0.48 HR</td>
<td>$3.60</td>
<td>$17.40</td>
<td>$3.80</td>
<td>$7.27</td>
<td>$32.07</td>
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<tr>
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<td>185 HP</td>
<td>0.14 HR</td>
<td>$1.05</td>
<td>$5.08</td>
<td>$1.02</td>
<td>$2.08</td>
<td>$9.23</td>
</tr>
<tr>
<td>LASER PLANE (CUSTOM)</td>
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<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$73.33</td>
</tr>
<tr>
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<td>140 HP</td>
<td>0.05 HR</td>
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<td>$1.37</td>
<td>$0.22</td>
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</tr>
<tr>
<td>LISTER</td>
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<td>0.12 HR</td>
<td>$0.90</td>
<td>$3.28</td>
<td>$0.84</td>
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SUBTOTAL 5.79 HR $198.33 $43.43 $132.96 $16.26 $56.78 $447.75

OVERHEAD EXPENSES

DOWNTIME 0.5025 HR $3.77 $3.77
EMPLOYEE BENEFITS | $7.62 | $7.62 |
INSURANCE | $0.87 | $0.87 |
LAND TAXES | | $1.88 | $1.88 |
SUPERVISION AND MANAGEMENT | $92.42 | $92.42 |
OTHER EXPENSES | $75.27 | $75.27 |

SUBTOTAL 0.50 HR $76.14 $104.01 $0.00 $1.88 $162.03

TOTAL OPERATING EXPENSES 6.29 HR $2,244.83 $147.43 $132.96 $16.26 $58.66 $2,600.14

NET OPERATING PROFIT $349.61

INTEREST ON OPERATING CAPITAL ( $315.05 @ 5.50% ) $17.33
INTEREST ON EQUIPMENT INVESTMENT $14.87

RETURN TO LAND AND RISK $317.41

* Pump water costs are shown under irrigation in the preharvest operations section.
TABLE 12. Fall lettuce, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2014

Planting dates: July 20 - August 10
Harvesting dates: October 1 - October 15

<table>
<thead>
<tr>
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<th>TOTAL</th>
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<td>INputs</td>
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<td>PHOSPHATE (P2O5)</td>
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<tr>
<td>INSECTICIDE</td>
<td>$92.58</td>
<td>1 X/ACRE</td>
<td>$92.58</td>
<td>$92.58</td>
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<tr>
<td>PUMP WATER*</td>
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<tr>
<td></td>
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<td>0.14 HR</td>
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<td>LASER PLANE (CUSTOM)</td>
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<td>$0.00</td>
<td>$0.00</td>
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<tr>
<td>FERTILIZE</td>
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<td>0.05 HR</td>
<td>$0.38</td>
<td>$1.37</td>
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<tr>
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<td>ROLLING CULT</td>
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<td>$2.77</td>
</tr>
<tr>
<td>VEG-PLANT SHAPER</td>
<td>140 HP</td>
<td>0.26 HR</td>
<td>$1.95</td>
<td>$7.11</td>
</tr>
<tr>
<td>CULT &amp; SIDEDRESS (2X)</td>
<td>80 HP</td>
<td>0.66 HR</td>
<td>$4.95</td>
<td>$14.07</td>
</tr>
<tr>
<td>ROLLING CULT</td>
<td>80 HP</td>
<td>0.13 HR</td>
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<td>$2.77</td>
</tr>
<tr>
<td>THIN &amp; HOE (CUSTOM)</td>
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<td>$2.34</td>
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<tr>
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<td>ROTO BUCK (7X)</td>
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<td>$585.21</td>
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| SUBTOTAL | TOTAL | $1,774.73 | $0.00 | $0.00 | $0.00 | $0.00 | $1,774.73 |
| OVERHEAD EXPENSES | | | | | | |
| DOWNTIME | 0.5175 HR | $3.88 | $3.88 |
| EMPLOYEE BENEFITS | $9.25 | $9.25 |
| INSURANCE | $1.03 | $1.03 |
| LAND TAXES | $1.88 | $1.88 |
| SUPERVISION AND MANAGEMENT | $111.78 | $111.78 |
| OTHER EXPENSES | $75.27 | $75.27 |
| | | | | $76.30 |
| | | | | $203.09 |

| TOTAL OPERATING EXPENSES | TOTAL | $2,411.43 | $176.29 | $175.55 | $17.70 | $74.14 | $2,855.11 |
| NET OPERATING PROFIT | | | | | | | $114.89 |
| INTEREST ON OPERATING CAPITAL | ( $342.25 | @ 5.50% ) | $18.82 |
| INTEREST ON EQUIPMENT INVESTMENT | | | | | | | $16.23 |
| RETURN TO LAND AND RISK | | | | | | | $79.84 |

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

**Budget Summary**

<p>| GROSS RETURN | $2,970.00 |
| VARIABLE OPERATING EXPENSES | $2,604.68 |
| RETURN OVER VARIABLE EXPENSES | $365.32 (GROSS MARGIN) |
| FIXED EXPENSES | $74.14 |
| NET FARM INCOME | $291.18 (RETURN TO CAPITAL, LABOR, LAND &amp; RISK) |
| LABOR AND MANAGEMENT COST | $176.29 |
| NET OPERATING PROFIT | $114.89 (RETURN TO CAPITAL, LAND &amp; RISK) |
| CAPITAL COSTS | $35.05 |
| RETURN TO LAND AND RISK | $79.84 |</p>
<table>
<thead>
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<th>YIELD</th>
<th>TOTAL</th>
</tr>
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<td>$560.00</td>
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<td>ANHYDROUS AMMONIA (NH3)</td>
<td>$0.35</td>
<td>450 LBS</td>
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<td>$157.50</td>
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<tr>
<td>NITROGEN (N)</td>
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| SUBTOTAL | $934.11 | | | $934.11 |

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<th>FUEL &amp; LUBE</th>
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<tr>
<td>LASER PLANE (CUSTOM)</td>
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<td>FERTILIZE</td>
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<td>$0.66</td>
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<tr>
<td>DISC &amp; SPRAY</td>
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<tr>
<td>ROLLING CULT</td>
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<td>$0.98</td>
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<td>$0.61</td>
<td>$0.82</td>
</tr>
<tr>
<td>VEG-PLANT SHAPER</td>
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<td>$9.71</td>
</tr>
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<td>CULT &amp; SIDEDRESS (2X)</td>
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<td>$14.07</td>
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<td>$2.77</td>
<td>$0.61</td>
<td>$0.82</td>
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<tr>
<td>THIN &amp; HOE (CUSTOM)</td>
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<td>$120.00</td>
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<tr>
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<td>$1.19</td>
<td>$3.98</td>
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| SUPERINTENDENT | 6.5 HR | | $48.75 | $133.09 | $3.82 | $47.44 | $233.10 |

| SUBTOTAL | 9.80 HR | | $193.33 | $73.50 | | $215.80 | $18.96 | $67.32 | $588.91 |

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</thead>
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<td>ONION KNIVES</td>
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| HARVEST & HAUL (CUSTOM) | | $902.00 | | |
| BAG RENTAL | | $82.00 | | |
| FIELD LOAD (CUSTOM) | | $0.00 | | |
| PROCESSING (CUSTOM) | | $1,558.00 | | |
| CONTAINER CHARGE | | $328.00 | | |
| BROKERAGE (CUSTOM) | | $580.81 | | |

| SUBTOTAL | 0.27 HR | | $3,450.81 | $2.03 | $5.75 | $0.51 | $3.83 | $3,462.92 |

| TOTAL OPERATING EXPENSES | 10.67 HR | | $4,855.03 | $280.85 | $271.55 | $19.47 | $93.03 | $5,269.73 |

| NET OPERATING PROFIT | | | $1,183.67 |

| INTEREST ON OPERATING CAPITAL | | | ($313.83) @ 5.50% | $44.76 |
| INTEREST ON EQUIPMENT INVESTMENT | | | | $19.00 |

| RETURN TO LAND AND RISK | | | $1,119.91 |

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

BUDGET SUMMARY

| GROSS RETURN | $6,453.40 |
| VARIABLE OPERATING EXPENSES | $4,896.05 |
| RETURN OVER VARIABLE EXPENSES | $1,557.35 |
| FIXED EXPENSES | $93.03 |
| NET FARM INCOME | $1,464.32 |
| LABOR AND MANAGEMENT COST | $280.65 |
| NET OPERATING PROFIT | $1,183.67 |
| CAPITAL COSTS | $63.76 |
| RETURN TO LAND AND RISK | $1,119.91 |
**TABLE 14.** Midseason yellow onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2005

Planting dates: January 15 - February 15
Harvesting dates: June 1 - July 15

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<th>PRICE</th>
<th>QUANTITY</th>
<th>FIXED DESIGNATION</th>
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<th>QUANTITY</th>
<th>FIXED DESIGNATION</th>
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<tr>
<td><strong>Midseason Yellow Onions</strong></td>
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<tr>
<td><strong>Budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2005</strong></td>
<td></td>
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<td></td>
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<tr>
<td><strong>Planting dates:</strong> January 15 - February 15</td>
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<td></td>
</tr>
<tr>
<td><strong>Harvesting dates:</strong> June 1 - July 15</td>
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<tr>
<td><strong>GROSS RETURNS</strong></td>
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<td><strong>MIDSEASON YELLOW ONIONS</strong></td>
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<td>$716.00</td>
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<td><strong>Anhydrous Ammonia (NH3)</strong></td>
<td>$0.35</td>
<td>450 LBS</td>
<td>$157.50</td>
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<tr>
<td><strong>Nitrogen (N)</strong></td>
<td>$0.50</td>
<td>75 LBS</td>
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<td><strong>Phosphite (P2O5)</strong></td>
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<td>180 LBS</td>
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<th>FUEL &amp; LUBE</th>
<th>REPAIRS</th>
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<th>FUEL &amp; LUBE</th>
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| BUDGET SUMMARY | | | | | | | | | | | | |
|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| GROSS RETURN | | | | | | | | | | | | $5,520.80 |
| VARIABLE OPERATING EXPENSES | | | | | | | | | | | | $4,455.88 |
| RETURN OVER VARIABLE EXPENSES | | | | | | | | | | | | $1,064.92 |
| FIXED EXPENSES | | | | | | | | | | | | $85.74 |
| NET FARM INCOME | | | | | | | | | | | | $979.19 |
| LABOR AND MANAGEMENT COST | | | | | | | | | | | | $296.80 |
| NET OPERATING PROFIT | | | | | | | | | | | | $682.38 |
| CAPITAL COSTS | | | | | | | | | | | | $65.39 |
| RETURN TO LAND AND RISK | | | | | | | | | | | | $616.99 |

* Pump water costs are shown under irrigation in the preharvest operations section.
<table>
<thead>
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<tr>
<td>HARVESTING DATES: August 1 - August 15</td>
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**TABLE 15. Late season onions, flood-irrigated, budgeted per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2014**

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**PURCHASED INPUTS**

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<td>PLOW</td>
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<td>DISC &amp; SPRAY</td>
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<td>0.17 HR</td>
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<td>LISTER</td>
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<td>PRE-IRRIGATE</td>
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**HARVEST OPERATIONS**

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<th>FUEL &amp; LUBE</th>
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**OVERHEAD EXPENSES**

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**TOTAL OPERATING EXPENSES**

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<th>ACCOMPLISHMENT RATE</th>
<th>PURCHASED INPUTS</th>
<th>LABOR</th>
<th>FUEL &amp; LUBE</th>
<th>REPAIRS</th>
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**BUDGET SUMMARY**

**GROSS RETURN**

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<th>REPAIRS</th>
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* Pump water costs are shown under irrigation in the preharvest operations section.
### TABLE 16: Summary of per acre costs and returns for a 640 acre farm with above average management, Deming area, Luna County, Projected 2014

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<th>WHEAT</th>
<th>GRAIN SORGHUM</th>
<th>PICKER COTTON</th>
<th>GREEN CHILE</th>
<th>RED CHILE</th>
<th>SPRING LETTUCE</th>
<th>FALL LETTUCE</th>
<th>FALL ONIONS</th>
<th>MIDSEASON ONIONS</th>
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<td>LBS</td>
<td>TONS/LBS</td>
<td>LBS</td>
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<td>CARTONS</td>
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### CASH OPERATING EXPENSES

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<th>Red Chile</th>
<th>Spring Lettuce</th>
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<th>Fall Onions</th>
<th>Midseason Onions</th>
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### FIXED EXPENSES

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<th>Picker Cotton</th>
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<th>Red Chile</th>
<th>Spring Lettuce</th>
<th>Fall Lettuce</th>
<th>Fall Onions</th>
<th>Midseason Onions</th>
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### NET FARM INCOME

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<th>Fall Lettuce</th>
<th>Fall Onions</th>
<th>Midseason Onions</th>
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### NET OPERATING PROFIT

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<th>Fall Onions</th>
<th>Midseason Onions</th>
<th>Late Onions</th>
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### CAPITAL COSTS

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<th>Fall Onions</th>
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### RETURN TO LAND AND RISK

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<th>Fall Onions</th>
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TABLE 17. Whole farm summary, Deming area, Luna County, 
Projected 2014

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<td>CROP INSURANCE</td>
<td>$6,102</td>
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<td>OTHER PURCHASED INPUTS</td>
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<tr>
<td>CANAL WATER</td>
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<tr>
<td>FUEL, OIL &amp; LUBRICANTS-EQUIPMENT</td>
<td>$63,604</td>
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<tr>
<td>FUEL-IRRIGATION</td>
<td>$49,821</td>
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<td>REPAIRS</td>
<td>$11,116</td>
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<td>CUSTOM CHARGES</td>
<td>$302,177</td>
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<tr>
<td>LAND TAXES</td>
<td>$1,204</td>
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<td>OTHER EXPENSES</td>
<td>$48,847</td>
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<td>TOTAL CASH EXPENSES</td>
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<td>RETURN OVER CASH EXPENSES</td>
<td>$303,810</td>
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<td>FIXED EXPENSES</td>
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<td>TOTAL EXPENSES</td>
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<td>NET FARM INCOME</td>
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<td>LABOR AND MANAGEMENT COSTS</td>
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<td>NET OPERATING PROFIT</td>
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<td>CAPITAL COSTS</td>
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<tr>
<td>INTEREST ON OPERATING CAPITAL</td>
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<td>INTEREST ON EQUIPMENT INVESTMENT</td>
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<td>RETURN TO LAND AND RISK</td>
<td>$139,132</td>
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</table>

<table>
<thead>
<tr>
<th>LAND VALUE</th>
<th>RETURN TO RISK*</th>
<th>RETURN ON INVESTMENT**</th>
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</thead>
<tbody>
<tr>
<td>$500 /acre</td>
<td>$129,532</td>
<td>21.87%</td>
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<tr>
<td>$700 /acre</td>
<td>$125,692</td>
<td>18.81%</td>
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<tr>
<td>$900 /acre</td>
<td>$121,852</td>
<td>16.19%</td>
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<tr>
<td>$1,100 /acre</td>
<td>$118,012</td>
<td>14.33%</td>
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<tr>
<td>$1,300 /acre</td>
<td>$114,172</td>
<td>12.86%</td>
</tr>
<tr>
<td>$1,500 /acre</td>
<td>$110,332</td>
<td>11.66%</td>
</tr>
</tbody>
</table>

* 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)