

TABLE 6. Wheat, flood-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Actual 2018  
 Planting Dates: August 20 - September 15  
 Harvest Dates: June 1 - June 25

ITEM	PRICE	YIELD	BASE	TOTAL
<b>GROSS RETURNS</b>				
WHEAT	\$4.75	65.00 BUSHELS		\$308.75
DIRECT PAYMENT	\$0.00	65.00 BUSHELS	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00			\$0.00
GRAZING	\$40.00	1.00 ACRE		\$40.00
<b>TOTAL</b>				<b>\$348.75</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$0.37	60 LBS	\$22.20		\$22.20
NITROGEN (N)	\$0.42	100 LBS	\$42.00		\$42.00
PHOSPHATE (P205)	\$0.49	40 LBS	\$19.60		\$19.60
INSECTICIDE (CUSTOM)	\$20.01	1 X/ACRE	\$20.01		\$20.01
PUMP WATER*		25 AC. IN.			
CROP INSURANCE	\$0.74		\$0.74		\$0.74
<b>SUBTOTAL</b>			<b>\$104.54</b>		<b>\$104.54</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
ROD WEEDER	126 HP	0.08 HR		\$0.68	\$1.86	\$0.38	\$0.95	\$3.88
PLOW	185 HP	0.48 HR		\$4.10	\$13.13	\$4.95	\$9.23	\$31.40
DISC	185 HP	0.14 HR		\$1.20	\$3.83	\$1.27	\$2.66	\$8.96
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.16	\$0.20	\$0.41	\$2.20
DRILL	126 HP	0.18 HR		\$1.54	\$4.19	\$0.90	\$8.03	\$14.65
IRRIGATE (5X)		2.50 HR		\$18.75	\$58.78	\$0.00	\$2.55	\$80.08
<b>SUBTOTAL</b>		<b>3.43 HR</b>		<b>\$26.70</b>	<b>\$82.95</b>	<b>\$7.69</b>	<b>\$23.83</b>	<b>\$141.17</b>

HARVEST OPERATIONS					
COMBINE (CUSTOM)			\$23.35		\$23.35
HAUL (CUSTOM)			\$10.40		\$10.40
<b>SUBTOTAL</b>			<b>\$33.75</b>		<b>\$33.75</b>

OVERHEAD EXPENSES					
DOWNTIME		0.23 HR		\$1.99	\$1.99
EMPLOYEE BENEFITS				\$4.81	\$4.81
INSURANCE			\$0.53		\$0.53
LAND TAXES					\$0.60
SUPERVISION AND MANAGEMENT				\$27.38	\$27.38
OTHER EXPENSES			\$114.37		\$114.37
<b>SUBTOTAL</b>		<b>0.23 HR</b>	<b>\$114.90</b>	<b>\$34.17</b>	<b>\$0.60</b>

TOTAL OPERATING EXPENSES 3.66 HR \$253.20 \$60.87 \$82.95 \$7.69 \$24.43 \$429.14

NET OPERATING PROFIT (\$80.39)

INTEREST ON OPERATING CAPITAL ( \$77.74 @ 5.75% ) \$4.47  
 INTEREST ON EQUIPMENT INVESTMENT \$10.21

RETURN TO LAND AND RISK (\$95.07)

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

BUDGET SUMMARY

GROSS RETURN		\$348.75	
VARIABLE OPERATING EXPENSES	\$343.83		
RETURN OVER VARIABLE EXPENSES		\$4.92	(GROSS MARGIN)
FIXED EXPENSES	\$24.43		
NET FARM INCOME		(\$19.52)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$60.87		
NET OPERATING PROFIT		(\$80.39)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$14.68		
RETURN TO LAND AND RISK		(\$95.07)	

TABLE 7. Corn for grain, flood-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Actual 2018  
 Planting Dates: April 15 - May 15  
 Harvest Dates: November 1 - November 30

ITEM	PRICE	YIELD	BASE	TOTAL
<b>GROSS RETURNS</b>				
CORN FOR GRAIN	\$7.95	135.00 CWT		\$1,072.77
DIRECT PAYMENT	\$0.00	135.00 CWT	0.85	\$0.00
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT		\$0.00
GRAZING	\$15.00	1.00 ACRE		\$15.00
<b>TOTAL</b>				<b>\$1,087.77</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$3.11	28 000	\$87.15		\$87.15
NITROGEN (N)	\$0.42	150 LBS	\$63.00		\$63.00
PHOSPHATE (P205)	\$0.49	60 LBS	\$29.40		\$29.40
HERBICIDE	\$15.88	1 X/ACRE	\$15.88		\$15.88
INSECTICIDE (CUSTOM)	\$16.96	2 X/ACRE	\$33.92		\$33.92
PUMP WATER*		38 AC. IN.			
CROP INSURANCE	\$0.98		\$0.98		\$0.98
<b>SUBTOTAL</b>			<b>\$230.34</b>		<b>\$230.34</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$3.83	\$1.27	\$2.66	\$8.96
PLOW	185 HP	0.48 HR		\$4.10	\$13.13	\$4.95	\$9.23	\$31.40
DISC	185 HP	0.14 HR		\$1.20	\$3.83	\$1.27	\$2.66	\$8.96
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.16	\$0.20	\$0.41	\$2.20
SPRAY & DISC	185 HP	0.17 HR		\$1.45	\$4.65	\$1.66	\$4.08	\$11.84
LISTER	126 HP	0.12 HR		\$1.03	\$2.79	\$0.80	\$2.03	\$6.64
TRACK	126 HP	0.40 HR		\$3.42	\$9.31	\$1.58	\$3.31	\$17.62
PRE-IRRIGATE		0.75 HR		\$6.41	\$14.89	\$0.00	\$0.65	\$21.95
ROD WEED	185 HP	0.08 HR		\$0.68	\$2.19	\$0.49	\$1.52	\$4.88
PLANTER	185 HP	0.17 HR		\$1.45	\$4.65	\$1.26	\$6.39	\$13.75
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$6.05	\$2.00	\$3.96	\$14.23
IRRIGATE (5X)		2.50 HR		\$18.75	\$74.45	\$0.00	\$3.23	\$96.43
<b>SUBTOTAL</b>		<b>5.26 HR</b>		<b>\$42.35</b>	<b>\$140.92</b>	<b>\$15.46</b>	<b>\$40.13</b>	<b>\$238.86</b>

HARVEST OPERATIONS				
COMBINE (CUSTOM)			\$47.25	\$47.25
HAUL (CUSTOM)			\$24.30	\$24.30
<b>SUBTOTAL</b>			<b>\$71.55</b>	<b>\$71.55</b>

OVERHEAD EXPENSES				
DOWNTIME		0.36 HR	\$3.06	\$3.06
EMPLOYEE BENEFITS			\$7.62	\$7.62
INSURANCE			\$0.85	\$0.85
LAND TAXES				\$0.60
SUPERVISION AND MANAGEMENT			\$79.49	\$79.49
OTHER EXPENSES			\$114.37	\$114.37
<b>SUBTOTAL</b>		<b>0.36 HR</b>	<b>\$115.22</b>	<b>\$90.17</b>

<b>TOTAL OPERATING EXPENSES</b>	<b>5.62 HR</b>	<b>\$417.10</b>	<b>\$132.52</b>	<b>\$140.92</b>	<b>\$15.46</b>	<b>\$40.73</b>	<b>\$746.74</b>
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<b>NET OPERATING PROFIT</b>							<b>\$341.03</b>
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INTEREST ON OPERATING CAPITAL	(	\$160.23	@	5.75%	)		\$9.21
INTEREST ON EQUIPMENT INVESTMENT							\$18.68

<b>RETURN TO LAND AND RISK</b>							<b>\$313.14</b>
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\* Pump water costs are shown under irrigation in the preharvest operations section.

**BUDGET SUMMARY**

GROSS RETURN		\$1,087.77	
VARIABLE OPERATING EXPENSES	\$573.49		
RETURN OVER VARIABLE EXPENSES		\$514.28	(GROSS MARGIN)
FIXED EXPENSES	\$40.73		
NET FARM INCOME		\$473.55	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$132.52		
NET OPERATING PROFIT		\$341.03	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$27.90		
RETURN TO LAND AND RISK		\$313.14	

TABLE 8. Grain sorghum, flood-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Actual 2018  
Planting Dates: May 15 - June 10  
Harvest Dates: October 15 - November 15

ITEM	PRICE	YIELD	BASE						TOTAL	
<b>GROSS RETURNS</b>										
GRAIN SORGHUM	\$6.65	55.00 CWT							\$365.75	
DIRECT PAYMENT	\$0.00	55.00 CWT	0.85						\$0.00	
COUNTER CYCLICAL PAYMENT	\$0.00	0.00 CWT							\$0.00	
GRAZING	\$9.00	1.00 ACRE							\$9.00	
<b>TOTAL</b>									<b>\$374.75</b>	
<b>PURCHASED INPUTS</b>										
PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS						FIXED COST	TOTAL
SEED	\$2.25	6 LBS	\$13.50							\$13.50
NITROGEN (N)	\$0.42	100 LBS	\$42.00							\$42.00
PHOSPHATE (P205)	\$0.49	40 LBS	\$19.60							\$19.60
HERBICIDE	\$15.88	1 ACRE	\$15.88							\$15.88
INSECTICIDE (CUSTOM)	\$20.01	1 ACRE	\$20.01							\$20.01
PUMP WATER*		20 AC. IN.								
CROP INSURANCE	\$0.98		\$0.98							\$0.98
<b>SUBTOTAL</b>									<b>\$111.97</b>	
<b>PREHARVEST OPERATIONS</b>										
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL		
DISC	185 HP	0.14 HR		\$1.20	\$3.83	\$1.27	\$2.66	\$8.96		
PLOW	185 HP	0.48 HR		\$4.10	\$13.13	\$4.95	\$9.23	\$31.40		
DISC	185 HP	0.14 HR		\$1.20	\$3.83	\$1.27	\$2.66	\$8.96		
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.16	\$0.20	\$0.41	\$2.20		
DISC & SPRAY	185 HP	0.17 HR		\$1.45	\$4.65	\$1.66	\$4.08	\$11.84		
LISTER	126 HP	0.12 HR		\$1.03	\$2.79	\$0.80	\$2.03	\$6.64		
TRACK	126 HP	0.40 HR		\$3.42	\$9.31	\$1.58	\$3.31	\$17.62		
PRE-IRRIGATE		0.75 HR		\$5.63	\$11.76	\$0.00	\$0.51	\$17.89		
ROD WEED	126 HP	0.08 HR		\$0.68	\$1.86	\$0.38	\$0.95	\$3.88		
PLANTER	185 HP	0.17 HR		\$1.45	\$4.65	\$1.26	\$6.39	\$13.75		
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$6.05	\$2.00	\$3.96	\$14.23		
IRRIGATE (3X)		1.50 HR		\$11.25	\$35.27	\$0.00	\$1.53	\$48.05		
<b>SUBTOTAL</b>		<b>4.26 HR</b>		<b>\$34.06</b>	<b>\$98.28</b>	<b>\$15.35</b>	<b>\$37.73</b>	<b>\$185.42</b>		
<b>HARVEST OPERATIONS</b>										
COMBINE (CUSTOM)			\$26.18						\$26.18	
HAUL (CUSTOM)			\$10.45						\$10.45	
<b>SUBTOTAL</b>			<b>\$36.63</b>						<b>\$36.63</b>	
<b>OVERHEAD EXPENSES</b>										
DOWNTIME		0.66 HR		\$5.60					\$5.60	
EMPLOYEE BENEFITS				\$6.13					\$6.13	
INSURANCE			\$0.68					\$0.68		
LAND TAXES								\$0.60		
SUPERVISION AND MANAGEMENT				\$29.04					\$29.04	
OTHER EXPENSES			\$114.37					\$114.37		
<b>SUBTOTAL</b>		<b>0.66 HR</b>	<b>\$115.05</b>	<b>\$40.77</b>			<b>\$0.60</b>	<b>\$156.43</b>		
<b>TOTAL OPERATING EXPENSES</b>		<b>4.92 HR</b>	<b>\$263.65</b>	<b>\$74.83</b>	<b>\$98.28</b>	<b>\$15.35</b>	<b>\$38.33</b>	<b>\$490.45</b>		
<b>NET OPERATING PROFIT</b>									<b>(\$115.70)</b>	
INTEREST ON OPERATING CAPITAL		( \$87.44 @ 5.75% )							\$5.03	
INTEREST ON EQUIPMENT INVESTMENT									\$17.40	
<b>RETURN TO LAND AND RISK</b>									<b>(\$138.13)</b>	

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

**BUDGET SUMMARY**

GROSS RETURN		\$374.75		
VARIABLE OPERATING EXPENSES	\$377.28			
RETURN OVER VARIABLE EXPENSES		(\$2.53)	(GROSS MARGIN)	
FIXED EXPENSES	\$38.33			
NET FARM INCOME		(\$40.86)	(RETURN TO CAPITAL, LABOR, LAND & RISK)	
LABOR AND MANAGEMENT COST	\$74.83			
NET OPERATING PROFIT		(\$115.70)	(RETURN TO CAPITAL, LAND & RISK)	
CAPITAL COSTS	\$22.43			
RETURN TO LAND AND RISK		(\$138.13)		

TABLE 9. Upland cotton (stripper), flood-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Actual 2018  
 Planting Dates: May 1 - May 15  
 Harvest Dates: November 15 - December 30

ITEM	PRICE	YIELD	BASE						TOTAL
<b>GROSS RETURNS</b>									
LINT	\$0.67	775.00 LBS							\$519.25
SEED	\$0.08	1240 LBS							\$104.16
DIRECT PAYMENT	\$0.0000	775.00 LBS	0.85						\$0.00
COUNTER CYCLICAL PAYMENT	\$0.1373	775.00 LBS	0.85						\$90.45
<b>TOTAL</b>									<b>\$713.86</b>
<b>PURCHASED INPUTS</b>									
	PRICE	QUANTITY	PURCHASED INPUTS						TOTAL
SEED	\$8.45	25 LB	\$211.25						\$211.25
NITROGEN (N)	\$0.42	80 LB	\$33.60						\$33.60
PHOSPHATE (P205)	\$0.49	60 LB	\$29.40						\$29.40
HERBICIDE	\$15.88	1 X/ACRE	\$15.88						\$15.88
INSECTICIDE	\$10.28	1 X/ACRE	\$10.28						\$10.28
INSECTICIDE (CUSTOM)	\$20.01	1 X/ACRE	\$20.01						\$20.01
PUMP WATER*		15 AC. IN.							
CROP INSURANCE	\$0.71		\$0.71						\$0.71
<b>SUBTOTAL</b>			<b>\$321.13</b>						<b>\$321.13</b>
<b>PREHARVEST OPERATIONS</b>									
	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL	
DISC	185 HP	0.14 HR		\$1.20	\$3.83	\$1.27	\$2.66	\$8.96	
PLOW	185 HP	0.48 HR		\$4.10	\$13.13	\$4.95	\$9.23	\$31.40	
DISC	185 HP	0.14 HR		\$1.20	\$3.83	\$1.27	\$2.66	\$8.96	
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.16	\$0.20	\$0.41	\$2.20	
DISC & SPRAY	185 HP	0.17 HR		\$1.45	\$4.65	\$1.66	\$4.08	\$11.84	
LISTER	126 HP	0.12 HR		\$1.03	\$2.79	\$0.80	\$2.03	\$6.64	
TRACK	126 HP	0.40 HR		\$3.42	\$9.31	\$1.58	\$3.31	\$17.62	
PRE-IRRIGATE		0.75 HR		\$5.63	\$11.76	\$0.00	\$0.51	\$17.89	
ROD WEED	126 HP	0.08 HR		\$0.68	\$1.86	\$0.38	\$0.95	\$3.88	
PLANTER	185 HP	0.17 HR		\$1.45	\$4.65	\$1.26	\$6.39	\$13.75	
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$6.05	\$2.00	\$3.96	\$14.23	
HAND HOE (CUSTOM)			\$10.00					\$10.00	
IRRIGATE (2X)		1.00 HR		\$7.50	\$23.51	\$0.00	\$1.02	\$32.03	
<b>SUBTOTAL</b>		<b>3.76 HR</b>	<b>\$10.00</b>	<b>\$30.31</b>	<b>\$86.52</b>	<b>\$15.35</b>	<b>\$37.22</b>	<b>\$179.40</b>	
<b>HARVEST OPERATIONS</b>									
COTTON STRIPPER MTD	126 HP	0.62 HR		\$5.30	\$16.96	\$3.89	\$21.01	\$47.15	
HAUL	126 HP	0.75 HR		\$6.41	\$17.45	\$3.01	\$9.87	\$36.74	
GIN COTTON (CUSTOM)			\$128.19					\$128.19	
<b>SUBTOTAL</b>		<b>1.37 HR</b>	<b>\$128.19</b>	<b>\$11.71</b>	<b>\$34.40</b>	<b>\$6.89</b>	<b>\$30.88</b>	<b>\$212.07</b>	
<b>POSTHARVEST OPERATIONS</b>									
SHREDDER	126 HP	0.14 HR		\$1.20	\$3.26	\$0.61	\$6.16	\$11.23	
<b>OVERHEAD EXPENSES</b>									
DOWNTIME		0.92 HR		\$7.84				\$7.84	
EMPLOYEE BENEFITS				\$7.78				\$7.78	
INSURANCE			\$0.86					\$0.86	
LAND TAXES							\$0.60	\$0.60	
SUPERVISION AND MANAGEMENT				\$52.86				\$52.86	
OTHER EXPENSES			\$114.37					\$114.37	
<b>SUBTOTAL</b>		<b>0.92 HR</b>	<b>\$115.23</b>	<b>\$68.49</b>			<b>\$0.60</b>	<b>\$184.32</b>	
<b>TOTAL OPERATING EXPENSES</b>		<b>6.19 HR</b>	<b>\$574.55</b>	<b>\$111.71</b>	<b>\$124.18</b>	<b>\$22.85</b>	<b>\$74.87</b>	<b>\$908.16</b>	
<b>NET OPERATING PROFIT</b>								<b>(\$194.31)</b>	
INTEREST ON OPERATING CAPITAL		( \$201.12 @ 5.75% )						\$11.56	
INTEREST ON EQUIPMENT INVESTMENT								\$33.61	
<b>RETURN TO LAND AND RISK</b>								<b>(\$239.48)</b>	

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

**BUDGET SUMMARY**

GROSS RETURN		\$713.86	
VARIABLE OPERATING EXPENSES	\$721.58		
RETURN OVER VARIABLE EXPENSES		(\$7.73)	(GROSS MARGIN)
FIXED EXPENSES	\$74.87		
NET FARM INCOME		(\$82.60)	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$111.71		
NET OPERATING PROFIT		(\$194.31)	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$45.18		
<b>RETURN TO LAND AND RISK</b>		<b>(\$239.48)</b>	

TABLE 10. Peanuts, flood-irrigated, budgeted per acre costs and returns for a 320 acre farm with above average management, Portales Valley, Roosevelt County, Actual 2018  
 Planting Dates: May 10 - June 10  
 Harvest Dates: October 10 - November 10

ITEM	PRICE	YIELD	TOTAL
GROSS RETURNS			
PEANUTS	\$0.30	3,000.00 LBS	\$900.00
<b>TOTAL</b>			<b>\$900.00</b>

PURCHASED INPUTS	PRICE	QUANTITY	PURCHASED INPUTS	FIXED COST	TOTAL
SEED	\$1.24	100 LB	\$124.00		\$124.00
NITROGEN (N)	\$0.42	50 LB	\$21.00		\$21.00
PHOSPHATE (P205)	\$0.49	80 LB	\$39.20		\$39.20
HERBICIDE	\$16.96	1 X/ACRE	\$16.96		\$16.96
INSECTICIDE (CUSTOM)	\$20.01	1 X/ACRE	\$20.01		\$20.01
FUNGICIDE	\$37.67	1 X/ACRE	\$37.67		\$37.67
TRACE ELEMENTS	\$11.92	1 X/ACRE	\$11.92		\$11.92
PUMP WATER*		24 AC. IN.			
<b>SUBTOTAL</b>			<b>\$270.75</b>		<b>\$270.75</b>

PREHARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DISC	185 HP	0.14 HR		\$1.20	\$3.83	\$1.27	\$2.66	\$8.96
PLOW	185 HP	0.48 HR		\$4.10	\$13.13	\$4.95	\$9.23	\$31.40
DISC	185 HP	0.14 HR		\$1.20	\$3.83	\$1.27	\$2.66	\$8.96
FERT SPREADER	126 HP	0.05 HR		\$0.43	\$1.16	\$0.20	\$0.41	\$2.20
SPRAY & DISC	185 HP	0.17 HR		\$1.45	\$4.65	\$1.66	\$4.08	\$11.84
LISTER	126 HP	0.12 HR		\$1.03	\$2.79	\$0.80	\$2.03	\$6.64
TRACK	126 HP	0.40 HR		\$3.42	\$9.31	\$1.58	\$3.31	\$17.62
PRE-IRRIGATE		0.75 HR		\$5.63	\$14.11	\$0.00	\$0.61	\$20.34
LISTER	126 HP	0.12 HR		\$1.03	\$2.79	\$0.80	\$2.03	\$6.64
ROD WEEDER	126 HP	0.08 HR		\$0.68	\$1.86	\$0.38	\$0.95	\$3.88
PLANTER	185 HP	0.17 HR		\$1.45	\$4.65	\$1.26	\$6.39	\$13.75
CULTIVATOR (2X)	126 HP	0.26 HR		\$2.22	\$6.05	\$2.00	\$3.96	\$14.23
HAND HOE (CUSTOM)			\$12.00					\$12.00
IRRIGATE (3X)		1.50 HR		\$11.25	\$42.32	\$0.00	\$1.84	\$55.41
<b>SUBTOTAL</b>		<b>4.38 HR</b>	<b>\$12.00</b>	<b>\$35.09</b>	<b>\$110.47</b>	<b>\$16.15</b>	<b>\$40.17</b>	<b>\$213.87</b>

HARVEST OPERATIONS	POWER UNIT	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DIG AND INVERT	185 HP	0.24 HR		\$2.05	\$6.56	\$1.29	\$5.14	\$15.04
COMBINE PEANUTS	185 HP	0.80 HR		\$6.84	\$21.88	\$5.21	\$79.97	\$113.90
HAUL	126 HP	0.80 HR		\$6.84	\$18.61	\$3.28	\$14.80	\$43.53
<b>SUBTOTAL</b>		<b>1.84 HR</b>	<b>\$0.00</b>	<b>\$15.73</b>	<b>\$47.05</b>	<b>\$9.77</b>	<b>\$99.91</b>	<b>\$172.47</b>

OVERHEAD EXPENSES	ACCOMPLISHMENT RATE	PURCHASED INPUTS	LABOR	FUEL & LUBE	REPAIRS	FIXED COST	TOTAL
DOWNTIME	0.81 HR		\$6.90				\$6.90
EMPLOYEE BENEFITS			\$9.15				\$9.15
INSURANCE		\$1.02					\$1.02
LAND TAXES						\$0.60	\$0.60
SUPERVISION AND MANAGEMENT			\$68.46				\$68.46
OTHER EXPENSES		\$114.37					\$114.37
<b>SUBTOTAL</b>	<b>0.81 HR</b>	<b>\$115.39</b>	<b>\$84.51</b>			<b>\$0.60</b>	<b>\$200.50</b>

<b>TOTAL OPERATING EXPENSES</b>	<b>7.03 HR</b>	<b>\$398.14</b>	<b>\$135.33</b>	<b>\$157.52</b>	<b>\$25.92</b>	<b>\$140.67</b>	<b>\$857.59</b>
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<b>NET OPERATING PROFIT</b>							<b>\$42.41</b>
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INTEREST ON OPERATING CAPITAL	(	\$171.77	@	5.75%	)		\$9.88
INTEREST ON EQUIPMENT INVESTMENT							\$61.43

<b>RETURN TO LAND AND RISK</b>							<b>(\$28.90)</b>
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\* Pump water costs are shown under irrigation in the preharvest operations section.

**BUDGET SUMMARY**

GROSS RETURN		\$900.00	
VARIABLE OPERATING EXPENSES	\$581.58		
RETURN OVER VARIABLE EXPENSES		\$318.42	(GROSS MARGIN)
FIXED EXPENSES	\$140.67		
NET FARM INCOME		\$177.74	(RETURN TO CAPITAL, LABOR, LAND & RISK)
LABOR AND MANAGEMENT COST	\$135.33		
NET OPERATING PROFIT		\$42.41	(RETURN TO CAPITAL, LAND & RISK)
CAPITAL COSTS	\$71.31		
RETURN TO LAND AND RISK		(\$28.90)	

TABLE 11. Summary of per acre costs and returns for a 320 acre farm with above average management, Roosevelt County, New Mexico, Actual 2018

	WHEAT	CORN	GRAIN SORGHUM	STRIPPER COTTON	PEANUTS
	BU	CWT	CWT	LBS	LBS
PRIMARY YIELD	65.00	135.00	55.00	775.00	3,000.00
PRIMARY PRICE	\$4.75	\$7.95	\$6.65	\$0.67	\$0.30
GOVERNMENT PAYMENTS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SECOND INCOME	\$40.00	\$15.00	\$9.00	\$104.16	\$0.00
GROSS RETURN	\$348.75	\$1,087.77	\$374.75	\$713.86	\$900.00
CASH OPERATING EXPENSES					
SEED	\$22.20	\$87.15	\$13.50	\$211.25	\$124.00
FERTILIZER	\$61.60	\$92.40	\$61.60	\$63.00	\$60.20
CHEMICALS	\$20.01	\$49.80	\$35.89	\$46.17	\$74.64
CROP INSURANCE	\$0.74	\$0.98	\$0.98	\$0.71	
OTHER PURCHASED INPUTS					\$11.92
CANAL WATER					
FUEL, OIL & LUBRICANTS-EQUIPMENT	\$24.17	\$51.58	\$51.25	\$88.91	\$101.09
FUEL-IRRIGATION	\$58.78	\$89.35	\$47.02	\$35.27	\$56.43
REPAIRS	\$7.69	\$15.46	\$15.35	\$22.85	\$25.92
CUSTOM CHARGES	\$33.75	\$71.55	\$36.63	\$138.19	\$12.00
LAND TAXES	\$0.60	\$0.60	\$0.60	\$0.60	\$0.60
OTHER EXPENSES	\$114.90	\$115.22	\$115.05	\$115.23	\$115.39
TOTAL CASH EXPENSES	\$344.44	\$574.09	\$377.88	\$722.18	\$582.18
RETURN OVER CASH EXPENSES	\$4.31	\$513.68	(\$3.13)	(\$8.33)	\$317.82
FIXED EXPENSES	\$23.83	\$40.13	\$37.73	\$74.27	\$140.07
TOTAL EXPENSES	\$368.27	\$614.22	\$415.61	\$796.45	\$722.26
NET FARM INCOME	(\$19.52)	\$473.55	(\$40.86)	(\$82.60)	\$177.74
LABOR AND MANAGEMENT COSTS	\$60.87	\$132.52	\$74.83	\$111.71	\$135.33
NET OPERATING PROFIT	(\$80.39)	\$341.03	(\$115.70)	(\$194.31)	\$42.41
CAPITAL COSTS					
INTEREST ON OPERATING CAPITAL	\$4.47	\$9.21	\$5.03	\$11.56	\$9.88
INTEREST ON EQUIPMENT INVESTMENT	\$10.21	\$18.68	\$17.40	\$33.61	\$61.43
TOTAL CAPITAL COSTS	\$14.68	\$27.90	\$22.43	\$45.18	\$71.31
RETURN TO LAND AND RISK	(\$95.07)	\$313.14	(\$138.13)	(\$239.48)	(\$28.90)
Flex Computation	-61.03	371.95	-82.99	-131.60	172.61

TABLE 12. Whole farm summary, Portales Valley, Roosevelt County,  
Actual 2018

GROSS RETURNS		
WHEAT	68.00 ACRES	
CROP		\$20,995
GRAZING		\$2,720
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
CORN FOR GRAIN	51.00 ACRES	
CROP		\$54,711
GRAZING		\$765
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
GRAIN SORGHUM	51.00 ACRES	
CROP		\$18,653
GRAZING		\$459
DIRECT PAYMENT		\$0
COUNTER CYCLICAL PAYMENT		\$0
UPLAND COTTON	70.00 ACRES	
LINT		\$36,348
SEED		\$7,291
DIRECT PAYMENT		\$0
PEANUTS	60.00 ACRES	
CROP		\$54,000
GROSS RETURN		<u>\$195,942</u>
CASH OPERATING EXPENSES		
SEED		\$28,870
FERTILIZER		\$20,065
CHEMICALS		\$13,441
CROP INSURANCE		\$200
OTHER PURCHASED INPUTS		\$715
CANAL WATER		\$0
FUEL, OIL & LUBRICANTS-EQUIPMENT		\$19,177
FUEL-IRRIGATION		\$16,806
REPAIRS		\$5,249
CUSTOM CHARGES		\$18,205
LAND TAXES		\$180
OTHER EXPENSES		\$34,547
TOTAL CASH EXPENSES		<u>\$157,456</u>
RETURN OVER CASH EXPENSES		\$38,486
FIXED EXPENSES		\$19,195
TOTAL EXPENSES		\$176,651
NET FARM INCOME		\$19,291
LABOR AND MANAGEMENT COSTS		\$30,654
NET OPERATING PROFIT		(\$11,362)
CAPITAL COSTS		
INTEREST ON OPERATING CAPITAL		\$2,432
INTEREST ON EQUIPMENT INVESTMENT		\$8,574
TOTAL CAPITAL COSTS		<u>\$11,006</u>
RETURN TO LAND AND RISK		<u>(\$22,368)</u>

LAND VALUE	RETURN TO RISK*	RETURN ON INVESTMENT**
\$500 /ACRE	(\$27,168)	-3.73%
\$750 /ACRE	(\$29,568)	-2.95%
\$1,000 /ACRE	(\$31,968)	-2.44%
\$1,250 /ACRE	(\$34,368)	-2.09%
\$1,500 /ACRE	(\$36,768)	-1.82%
\$1,750 /ACRE	(\$39,168)	-1.61%
\$2,000 /ACRE	(\$41,568)	-1.45%

\* 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)