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Guiding Future Extension Direction Using Historical Agriculture Census Data

Abstract

This article focuses on how county agent could better identify future agricultural extension directions and priorities for their county using the agriculture census data. We provide a method to develop net farm income statements from raw census data so county agents may better determine how farms outlay expenditures and generate income. Using Socorro County data from 2002-2022, we found that reducing seeding rate, hired labor, and custom work production expenses would increase net cash farm income. Efforts to better select government payments and related farm support programs would also increase net income. This finding may be utilized by all county agents throughout the United States.

Keywords: county census data, county agriculture Extension, net farm cash income, total farm production expenses, total farm production income

Introduction

The USDA Census of Agriculture (AgCensus) data, provided quinquennially by the USDA, contains some of the most detailed reports of farm production costs and income currently available. Income and cost data are available at the county level, unlike their annual state and national reports (USDA, 2024). Some state agencies, such as the New Mexico Department of Agriculture (NMDA, 2023), report agricultural data annually, but they typically do not include farm income statements for each county (NMDA, 2023). Most states create enterprise budgets, but unlike census data, budgets focus on specific crops and do not provide overall county income statements that reflect performance among all crops and livestock enterprises in the county.

Because of ongoing changes in farm technology, including emerging artificial intelligence (AI), as well as unpredictable climate conditions, including severe drought (NDMC, 2024), it is a challenge for county agriculture agents in New Mexico to assist producers in structuring their farms for the future. County agriculture agents may thus determine how farm structure has changed by comparing Census findings across current and past surveys. The AgCensus data can fill voids in county data and is potentially valuable for understanding how farms generate income and allocate expenses in their operations.

The primary objective of this article is to use the farm income and production expenses statements of the AgCensus data to identify future extension activities and planning for county agriculture agents by analyzing raw AgCensus data from the past five surveys (USDA, 2022, 2017, 2012, 2007, and 2002). We present county income statements over the past 20 years and provide implications for guiding future extension direction and priorities for the next five years in Socorro County, New Mexico (NM). We chose Socorro County, NM, for the income statement because its net cash income trend is representative of the overall state, which has steadily increased over the past 20 years, showing positive net cash farm income. Studying Socorro will provide valuable guidance to other counties in New Mexico, many of which have unfortunately experienced negative net farm cash income. The results will provide valuable insight for future

extension and policy direction for stakeholders. This approach also applies to other counties in the United States using their state's AgCensus data.

Methods and Materials

USDA cash income statements for counties, as used in their AgCensus, differ from the net farm income defined by traditional farm management sources (Kay et al., 2002). Textbooks define net farm income as revenue less expenses, adjusting for accrual accounts, e.g. prepaid expenses, changes in inventories, investments in growing crops, etc. The net cash farm income of operations used by AgCensus includes only cash related income and expenses:

$$Net\ cash\ farm\ income\ of\ operations = Total\ farm\ production\ income - Total\ farm\ producion\ expenses$$

In this paper, we obtain income and expenses as follows:

Total farm production income**:** The sum of the market value of agriculture products sold, government payments, and total income from farm-related sources as reported in Table 1 of the AgCensus (Appendix A1). Total farm production income is not directly presented in the raw census data but can be calculated by summing the market value of agriculture products sold, government payments, and total income from farm-related sources.

Total farm production expenses**:** The sum of fertilizers, chemicals, seeds, livestock purchased and leased, feeds, gasoline, utilities, repairs, hired farm labor, contract labor, custom work, cash rent for land, building, rent for machinery, interest, property taxes, and all other production expenses including medical supplies as reported in Table 3 of the AgCensus (Appendix A2).

The difference between these two values is the net cash farm income of operations, an example of which is shown in Table 4 of the AgCensus (Appendix 3). In addition to

these, a detailed definition of each expense item can be found in Appendix B of the 2022 USDA Census (USDA 2024, pp. B-18-19).

The census also reports the depreciation cost of farm machinery and buildings, reflecting the annual loss in fair market value due to age, wear, and obsolescence from farm use throughout its service life as reported in Table 3 of the AgCensus (Appendix 4). Depreciation expenses are not cash outlays and are not included in total farm production expenses in the census data. Instead, these costs are considered ownership expenses, representing fixed costs to the farm operation.

We organized AgCensus data from the past five surveys, beginning in 2002, in an Excel spreadsheet to generate Net Cash Farm Income of Operations statements for each year and compare them across years. Next, we calculated net cash farm income of an average farm by dividing total net cash farm income by the number of farms. The averages were then weighted to assess the variation in production costs across items. This analysis enabled us to identify trends and provide insight into future extension direction. The Excel spreadsheet used in this analysis is available for extension agents and other stakeholders (MS Office, 2023).

In addition to descriptive analysis, we conducted a simple linear trend analysis using AgCensus data from 2002 to 2022 to examine changes in net cash farm income over time. This method helped illustrate general patterns in income across census years without requiring complex statistical modeling. The time trend analysis supports the interpretation of long-term changes relevant to the county extension direction.

Socorro County in New Mexico

Socorro County, located in Southwest New Mexico, is one of 33 counties in the region. The County's primary agriculture income comes from livestock, which accounts for 84-89% of its revenue, with crops such as alfalfa, grain hays, and chiles contributing 11-16% (USDA, 2024). In 2021, Socorro County received 8.61 inches of rainfall, with irrigation from the Middle Rio Grande providing substantial additional water (NMDA, 2023). The total income farm-related sources are custom work, gross cash rent,

tourism, insurance, and government program payment. Recently, the county has encountered challenges due to labor and water shortages.

Results

Socorro County's net cash income has notably increased over the past 20 years, rising from $6,660 in 2002 to $41,836 in 2022, with particularly strong gains after 2017 (Table 1). This growth contrasts with periods of decline, such as between 2007 and 2012, when net cash income decreased modestly from $8,488 to $7,714. In contrast, Sandoval County has consistently reported negative net cash income, worsening from –$3,326 in 2002 to –$5,530 in 2022, unlike Socorro County' stable, positive, and upward trend (Table 1). Luna County shows more variability, starting at a high of $53,908 in 2002, dropping sharply to $6,265 in 2007, recovering to $49,327 in 2012, and then surging to $215,200 by 2022. While Luna County in New Mexico had positive income and growth in 2022, its growth in 2012 was lower than that of Socorro and slightly higher in 2002. This variability makes it challenging to predict future trends beyond 2022.

Table 1. Examples of county net cash farm income in New Mexico, 2002-2022.

($1,000)	2002	2007	2012	2017	2022
Luna	53,908	6,265	49,327	56,399	215,200
Sandoval	-3,326	-799	-1,100	-513	-5,530
Socorro	6,660	8,488	7,714	11,067	41,836
NM State	19,373	17,558	9,501	13,785	31,357
US National	19,032	33,827	43,750	43,053	79,790

Data source: USDA census data 2002,2007,2012, 2017, and 2022.

The variability in income across the three counties can be explained by local differences. Sandavol county is considerably more urban than Socorro County and experiences more urbanization. Socorro and Luna Counties are similar in crop and livestock production, with Luna having higher production rates. The variability in Luna

County income is related to changes in water availability and investment in more efficient irrigation infrastructure over the last 20 years. Table 1 also includes average net cash farm income for New Mexico State and the U.S. national level. Socorro County's income generally follows the trend of the state average, while national income has increased more rapidly than both the state and Socorro over the past 20 years.

Table 2 presents the net cash farm income statement for Socorro County, NM, based on agricultural census data. Over the past 20 years, total farm production income has fluctuated. From 2002 to 2012, total farm production income more than doubled, increasing from $37.6 million to $80.2 million, but it declined steadily thereafter, falling to $63.4 million by 2022. Total income has been significantly influenced by the number of farms, which peaked at 704 farms in 2012 but decreased to 453 by 2022. Among the three major income components, government payments have consistently increased, rising from $697,000 in 2002 to $3.1 million in 2022, and have been a primary driver of income growth. The market value of agricultural products sold reached a high of $77.2 million in 2012 before declining to $57.9 million in 2022, while farm-related income grew from $1.1 million in 2002 to $2.4 million in 2022.

Total farm production expenses have fluctuated similarly, rising from $34.6 million in 2002 to a peak of $74.8 million in 2012, then declining over the past two AgCensus reports to $59.3 million in 2017 and $44.4 million in 2022 (Table 2). Despite these changes in costs and the declining number of farms, net cash farm income has generally risen over the past 20 years, increasing from $3.0 million in 2002 to $19.0 million in 2022. However, the raw census data makes it challenging to assess the impact on any given average farm in Socorro County due to variations in farm numbers and the aggregate smoothing inherent in reported averages.

Table 2. Net cash farm income statement of Socorro County NM, 2002-2022 ($1,000).

Item	2002	2007	2012	2017	2022
Mkt value of ag products sold	35,776	40,101	77,247	65,148	57,928
Government payments	697	284	1,539	265	3,105
Total inc farm-related source	1,141	1,152	1,430	1,219	2,354
Total farm prod income	**37,614**	**41,537**	**80,216**	**66,632**	**63,387**
Fertilizers	283	617	1,330	1,226	1,108
Chemicals	127	208	386	309	333
Seeds	145	324	803	611	738
Livestock purchased/leased	2,516	2,798	4,385	1,743	2,432
Feeds	13,869	12,067	35,577	28,016	13,127
Gasoline	1,184	2,617	3,751	3,041	3,276
Utilities	1,003	1,278	2,092	1,786	1,715
Repairs	2,627	3,095	4,293	3,781	3,767
Hired farm labor	4,570	4,379	7,912	8,073	7,107
Contract labor	391	493	1,660	865	824
Custom work	797	664	780	1,641	1,197
Cash rent for land, building	1,040	1,616	2,550	1,589	1,651
Rent for machinery	64	241	334	288	221
Interest	2,649	2,727	2,545	1,351	1,861
Property taxes	666	847	1,226	1,259	1,292
Medical supplies	0	0		1,313	1,246
All other production expenses	2,696	3,015	5,162	2,458	2,541
Total farm prod expenses	**34,627**	**36,986**	**74,785**	**59,349**	**44,436**
Net cash farm income	**2,987**	**4,551**	**5,431**	**7,283**	**18,951**
Depreciation	3,403	3,518	6,558	5,345	3,378
Number of farms	389	536	704	658	453

Data Source: Agricultural census data, 2002,2007,2012, 2017, and 2022, USDA NASS

To examine the trend of farm net cash income for an average farm in Socorro, we recalculated income and expenses by dividing the total number of farms from Table 2 and generated the results shown in Table 3. While this average does not represent any specific farm, it provides insight into how farms close to the average income and costs have performed over the past 20 years. Table 3 shows that the average farm total income has increased over the past 20 years. Notably, total farm production income

from farm-related sources has increased substantially from $101,264 to $139,927 between 2017 and 2022. The recent trend suggests that the average farm in Socorro County earns income not only from core farm operations, but also from farm-related services such as custom work.

Table 3. Net cash farm income of an average farm in Socorro County, NM (Dollars).

	2002	2007	2012	2017	2022
Mkt value of ag products sold	91,969	74,815	109,726	99,009	127,876
Government payments	769	530	2,186	403	6,854
Total Income farm-related source	2,933	2,149	2,031	1,853	5,196
Total farm production income	**95,671**	**77,494**	**113,943**	**101,264**	**139,927**
Fertilizers	728	1,151	1,889	1,863	2,446
Chemicals	326	388	548	470	735
Seeds	373	604	1,141	929	1,629
Livestock purchased and leased	6,468	5,220	6,229	2,649	5,369
Feeds	35,653	22,513	50,536	42,578	28,978
Gasoline	3,044	4,882	5,328	4,622	7,232
Utilities	2,578	2,384	2,972	2,714	3,786
Repairs	6,753	5,774	6,098	5,746	8,316
Hired farm labor	11,748	8,170	11,239	12,269	15,689
Contract labor	1,005	920	2,358	1,315	1,819
Custom work	2,049	1,239	1,108	2,494	2,642
Cash rent for land, building	2,674	3,015	3,622	2,415	3,645
Rent for machinery	165	450	474	438	488
Interest	6,810	5,088	3,615	2,052	4,108
Property taxes	1,707	1,580	1,741	1,913	2,852
Medical supplies	-	-	-	1,995	2,751
All other production expenses	6,932	5,622	7,332	3,735	5,609
Total farm production expenses	**89,011**	**69,007**	**106,229**	**90,196**	**98,091**
Net cash farm income	**6,660**	**8,487**	**7,714**	**11,068**	**41,834**
Depreciation	8,748	8,123	9,315	6,563	8,771

Data source: Authors recalculated using agricultural census data.

In terms of expenses, an average farm has faced rising costs for fertilizer, chemicals, and seeds due to high inflation post-COVID-19. Specifically, seed costs have increased fourfold, from $374 to $1,629 over the past 20 years, highlighting the need for extension agents to focus on optimal seeding strategies to reduce costs (Table 3). Feed expenses, the largest expense item, have decreased from $35,745 to $28,978, though they have fluctuated over the years. Livestock expenses have followed a similar trend to feed expenses. Gasoline, utility, and taxes have risen significantly due to the recent high inflation. Additionally, there is a noticeable trend that a Socorro farm has spent more on farm labor, contract labor, custom work, and cash rent for machinery and land over the past 20 years. Hired farm labor expenses, in particular, have risen markedly, making it the second-largest component of total farm expenses. Depreciation costs have seen modest increases but have fluctuated, peaking in 2012 and then both fell and rose from 2017 to 2022. The trend indicates that farms have increasingly relied on hired labor and custom work over the past two decades.

To assess how the relative importance of expense items changed, monetary units were removed based on Table 3. We recalculated Table 3 data by making percentages for each total income and expense item. We normalized total income and total farm production expenses to 100% and calculated the proportion of each component to examine how income and cost items have shifted over time. In Table 4, the government payments accounted for 5% of total income in 2022, increasing from its original 2% in 2002. For production expenses, as shown in Table 3, seed expenses have made the largest increase, beginning from nearly 0% in 2002 to 2% by 2022, suggesting that farms should search for new seeding strategies. Livestock purchases have been one of the lower components over the years but recently have been on the rise. Feed expenses were the largest portion of total expenses. Gasoline and utilities have almost doubled.

Hired farm labor is the second largest expense and has increased over time, rising from 13% to 16% over the past 20 years. Custom work expenses have increased from 2 to 3% of the total. Repair expenses have remained relatively constant, while depreciation, which is not included in the total, has increased. These suggest that investments in

machinery have improved steadily. Socorro farms have seen rising expenses for owning machinery, as well as for hired farm labor and custom work. This is somewhat unexpected, as the traditional view suggests that owning more machinery should be able to reduce the need for hired labor and custom work. However, the data shows that, in Socorro, the average farm has spent more on hired labor and custom work as the weight of depreciation expense has increased.

Table 4. Weight of items of net cash farm income in Socorro County, NM, 2002-2022.

	2002	2007	2012	2017	2022
Mkt value of ag products sold	95%	97%	96%	98%	91%
Government payments	2%	1%	2%	0%	5%
Total inc farm-related source	3%	3%	2%	2%	4%
Total income	100%	100%	100%	100%	100%
Fertilizers	1%	2%	2%	2%	2%
Chemicals	0%	1%	1%	1%	1%
Seeds	0%	1%	1%	1%	2%
Livestock purch. and leased	7%	8%	6%	3%	5%
Feeds	40%	33%	48%	47%	30%
Gasoline	3%	7%	5%	5%	7%
Utilities	3%	3%	3%	3%	4%
Repairs	8%	8%	6%	6%	8%
Hired farm labor	13%	12%	11%	14%	16%
Contract labor	1%	1%	2%	1%	2%
Custom work	2%	2%	1%	3%	3%
Cash rent for land, building	3%	4%	3%	3%	4%
Rent for machinery	0%	1%	0%	0%	0%
Interest	8%	7%	3%	2%	4%
Property taxes	2%	2%	2%	2%	3%
Medical supplies	0%	0%	0%	2%	3%
All other production expenses	8%	8%	7%	4%	6%
Total farm production expenses	100%	100%	100%	100%	100%
Net cash farm income over total income	8%	11%	7%	11%	30%
Depreciation over total farm production expenses	8%	9%	9%	10%	10%

Data Source: Authors recalculated using agricultural census data.

Long-term trends in net cash farm income in county, state, and national levels (2002-2022)

A linear trend analysis was conducted to evaluate changes in net cash farm income over time (Figure 1). In Socorro County, income steadily increased from 2002 to 2022, with the most significant rise occurring between 2017 and 2022 (slope = $1,458; R^2 = 0.59). This trend closely followed that of the New Mexico state average, which showed a modest increase (slope = $403.90; R^2 = 0.15). In contrast, U.S. national income rose more sharply and consistently over the same period (slope = $2,614; R^2 = 0.85) (Table 1). These findings indicate that income growth varied across geographic levels and support the use of localized data for county-level extension direction.

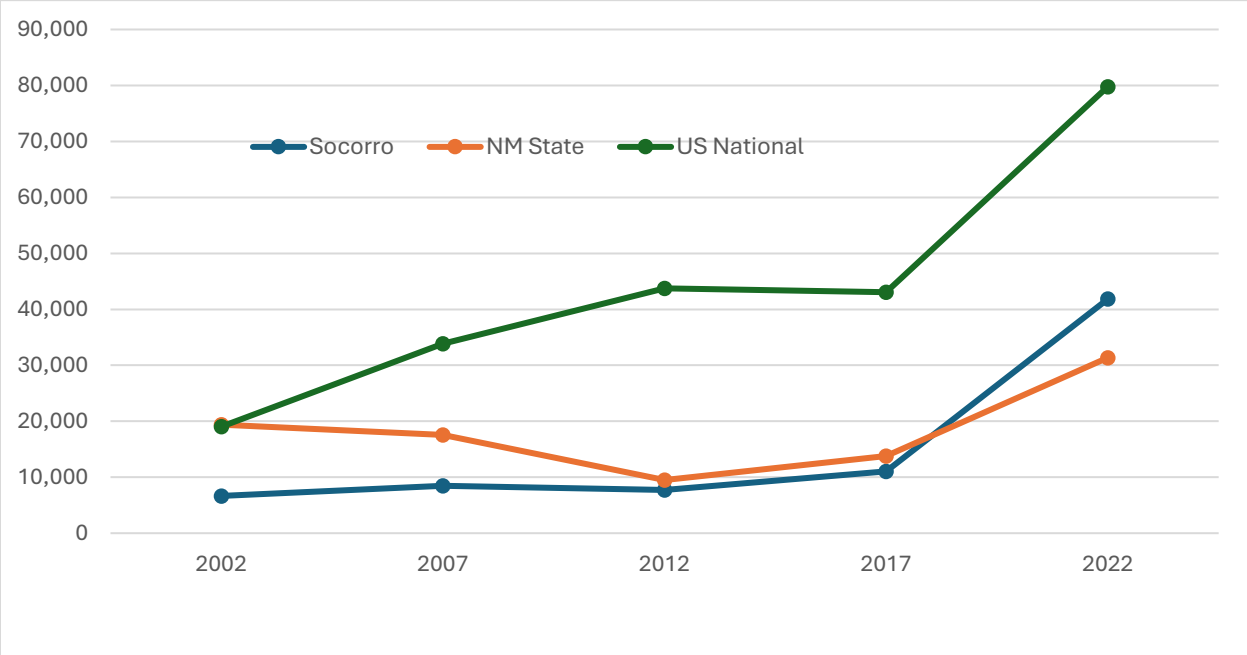

Figure 1. Trends in long-term net cash farm income: Socorro County, New Mexico, and the United States (2002–2022).

Discussion

A key limitation of this study is that AgCensus data are collected through voluntary reporting, which can result in underreporting or inconsistencies, particularly in counties with lower response rates or a high proportion of small-scale, niche, or underrepresented operations. While the AgCensus is a valuable and comprehensive dataset, it may not fully capture informal production, specialty crops, or non-commercial agricultural activities. We acknowledge that AgCensus data, while highly useful for extension planning and priority setting, may not fully reflect the complexity and diversity of agricultural practices in every county. County agents are expected to be able to assess these data gaps, though future work should consider supplementing AgCensus data with local surveys, extension records, or producer focus groups to improve context and data completeness.

Conclusions and Implications for Future Directions in the County

This article introduces a spreadsheet-based method that county extension agencies can use to analyze AgCensus data, identify trends in net cash farm income, and guide extension priorities and planning. This approach is anticipated to be valuable because raw AgCensus data are often underutilized at the local level.

We applied the method to Socorro County, where net cash farm income has increased over the past 20 years. Total income was highest when government payments and related income sources played a major role, suggesting that Extension agents should help farms align with available government programs while also exploring alternative income sources. On the expense side, feed has consistently been the largest cost component, though it has fluctuated over time. Extension agents should closely monitor feed trends and help farms prepare for future changes. Notably, seed costs have risen sharply, underscoring the need to promote cost-saving strategies such as seed-saving where appropriate. Socorro farms have also become more mechanized, as reflected in rising depreciation costs, alongside increased use of hired labor and custom work. This

points to an opportunity for extension to help farms use their own machinery more efficiently to reduce reliance on external labor and services.

Importantly, this method can be applied by any county Extension agent using local historical census data to guide strategic planning. However, it is critical to acknowledge that census data are based on voluntary reporting and may not fully represent all producers or farm types. Future research should supplement census data with local surveys or producer input to improve accuracy. We also plan to expand this analysis to include counties with negative net cash income trends, providing a broader understanding of the diverse challenges facing county Extension programs nationwide.

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APPENDICES

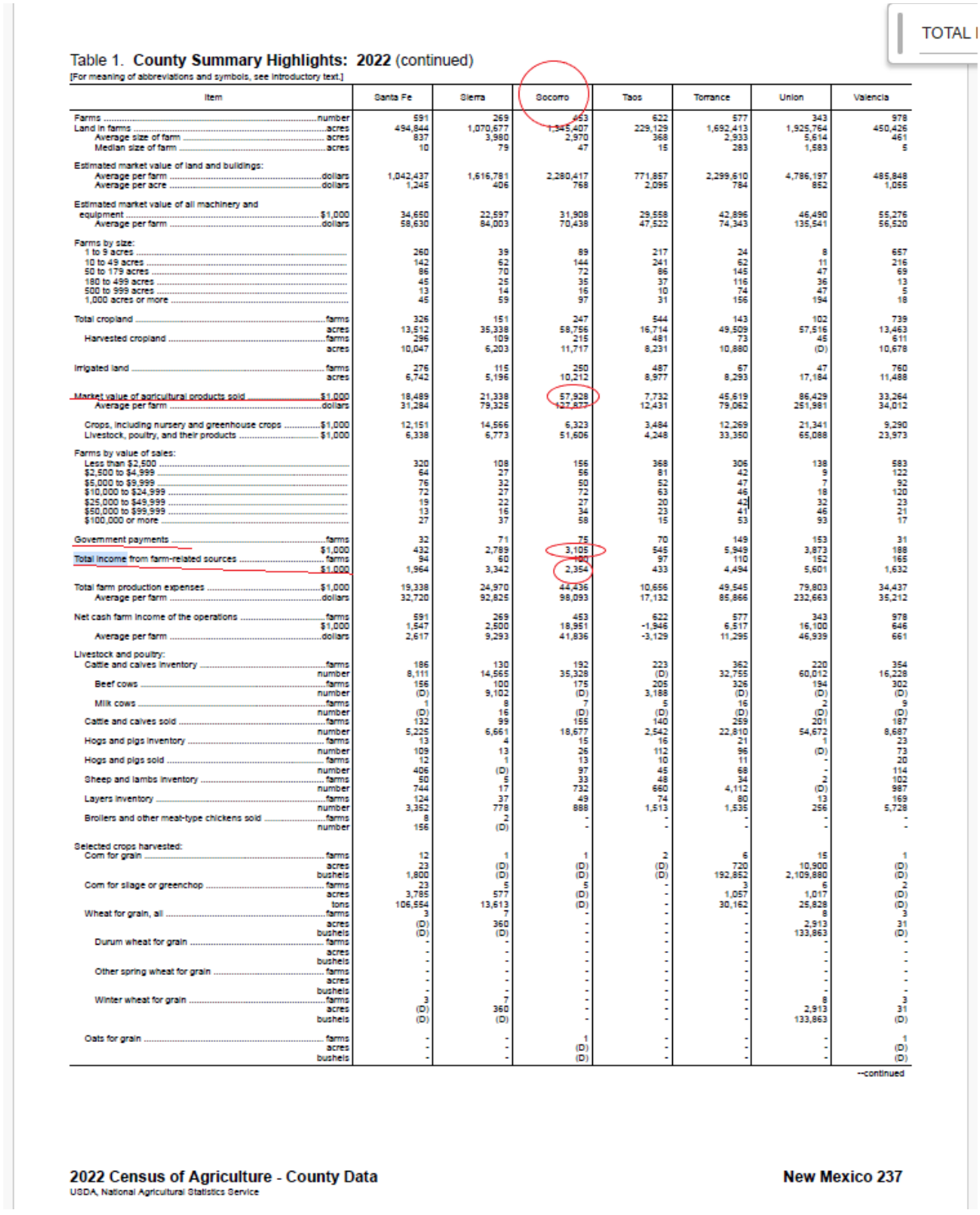

Table 1. **County Summary Highlights: 2022** (continued)

[For meaning of abbreviations and symbols, see introductory text.]

Item		Santa Fe	Sierra	Socorro	Taos	Torrance	Union	Valencia
Farms	number	591	269	453	622	577	343	978
Land in farms	acres	494,844	1,070,677	1,345,407	229,129	1,692,413	1,925,764	450,426
Average size of farm	acres	837	3,980	2,970	368	2,933	5,614	461
Median size of farm	acres	10	79	47	15	283	1,583	5
Estimated market value of land and buildings:								
Average per farm	dollars	1,042,437	1,616,781	2,280,417	771,857	2,299,610	4,786,197	485,848
Average per acre	dollars	1,245	406	768	2,095	784	852	1,055
Estimated market value of all machinery and equipment	$1,000	34,650	22,597	31,908	29,558	42,896	46,490	55,276
Average per farm	dollars	58,630	84,003	70,438	47,522	74,343	135,541	56,520
Farms by size:								
1 to 9 acres	farms	260	39	89	217	24	8	657
10 to 49 acres	farms	142	62	144	241	62	11	216
50 to 179 acres	farms	86	70	72	86	145	47	69
180 to 499 acres	farms	45	25	35	37	116	36	13
500 to 999 acres	farms	13	14	16	10	74	47	5
1,000 acres or more	farms	45	59	97	31	156	194	18
Total cropland	farms	326	151	247	544	143	102	739
	acres	13,512	35,338	58,756	16,714	49,509	57,516	13,463
Harvested cropland	farms	296	109	215	481	73	45	611
	acres	10,047	6,203	11,717	8,231	10,880	(D)	10,678
Irrigated land	farms	276	115	250	487	67	47	760
	acres	6,742	5,196	10,212	8,977	8,293	17,184	11,488
Market value of agricultural products sold	$1,000	18,489	21,338	57,928	7,732	45,619	86,429	33,264
Average per farm	dollars	31,284	79,325	127,877	12,431	79,062	251,981	34,012
Crops, including nursery and greenhouse crops	$1,000	12,151	14,566	6,323	3,484	12,269	21,341	9,290
Livestock, poultry, and their products	$1,000	6,338	6,773	51,606	4,248	33,350	65,088	23,973
Farms by value of sales:								
Less than $2,500	farms	320	108	156	368	306	138	583
$2,500 to $4,999	farms	64	27	56	81	42	9	122
$5,000 to $9,999	farms	76	32	50	52	47	7	92
$10,000 to $24,999	farms	72	27	72	63	46	18	120
$25,000 to $49,999	farms	19	22	27	20	42	32	23
$50,000 to $99,999	farms	13	16	34	23	41	46	21
$100,000 or more	farms	27	37	58	15	53	93	17
Government payments	farms	32	71	75	70	149	153	31
	$1,000	432	2,789	3,105	545	5,949	3,873	188
Total income from farm-related sources	farms	84	60	100	97	110	152	165
	$1,000	1,964	3,342	2,354	433	4,494	5,601	1,632
Total farm production expenses	$1,000	19,338	24,970	44,436	10,656	49,545	79,803	34,437
Average per farm	dollars	32,720	92,825	98,093	17,132	85,866	232,663	35,212
Net cash farm income of the operations	farms	591	269	453	622	577	343	978
	$1,000	1,547	2,500	18,951	-1,946	6,517	16,100	646
Average per farm	dollars	2,617	9,293	41,836	-3,129	11,295	46,939	661
Livestock and poultry:								
Cattle and calves inventory	farms	186	130	192	223	362	220	354
	number	8,111	14,565	35,328	(D)	32,755	60,012	16,228
Beef cows	farms	156	100	175	205	326	194	302
	number	(D)	9,102	(D)	3,188	(D)	(D)	(D)
Milk cows	farms	1	8	7	5	16	2	9
	number	(D)	16	(D)	(D)	(D)	(D)	(D)
Cattle and calves sold	farms	132	99	155	140	259	201	187
	number	5,225	6,661	18,677	2,542	22,810	54,672	8,687
Hogs and pigs inventory	farms	13	4	15	16	21	1	33
	number	109	13	26	112	96	(D)	73
Hogs and pigs sold	farms	12	1	13	10	11	-	20
	number	406	(D)	97	45	68	-	114
Sheep and lambs inventory	farms	50	5	33	48	34	2	102
	number	744	17	732	660	4,112	(D)	987
Layers inventory	farms	124	37	49	74	80	13	169
	number	3,352	778	888	1,513	1,535	256	5,728
Broilers and other meat-type chickens sold	farms	8	2	-	-	-	-	-
	number	156	(D)	-	-	-	-	-
Selected crops harvested:								
Corn for grain	farms	12	1	1	2	6	15	1
	acres	23	(D)	(D)	(D)	720	10,900	(D)
	bushels	1,800	(D)	(D)	(D)	192,852	2,109,880	(D)
Corn for silage or greenchop	farms	23	5	5	-	3	6	2
	acres	3,785	577	(D)	-	1,057	1,017	(D)
	tons	106,564	13,613	(D)	-	30,162	25,828	(D)
Wheat for grain, all	farms	3	7	-	-	-	8	3
	acres	(D)	360	-	-	-	2,913	31
	bushels	(D)	(D)	-	-	-	133,863	(D)
Durum wheat for grain	farms	-	-	-	-	-	-	-
	acres	-	-	-	-	-	-	-
	bushels	-	-	-	-	-	-	-
Other spring wheat for grain	farms	-	-	-	-	-	-	-
	acres	-	-	-	-	-	-	-
	bushels	-	-	-	-	-	-	-
Winter wheat for grain	farms	3	7	-	-	-	8	3
	acres	(D)	360	-	-	-	2,913	31
	bushels	(D)	(D)	-	-	-	133,863	(D)
Oats for grain	farms	-	-	1	-	-	-	1
	acres	-	-	(D)	-	-	-	(D)
	bushels	-	-	(D)	-	-	-	(D)

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2022 Census of Agriculture - County Data
USDA, National Agricultural Statistics Service

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Appendix 1. Components of total farm production income.
Source data: 2022 USDA Census data, p. 237.
https://www.nass.usda.gov/Publications/AgCensus/2022/Full_Report/Volume_1,_Chapter_2_County_Level/New_Mexico/nmv1.pdf

Table 3. **Farm Production Expenses: 2022 and 2017** (continued)

[For meaning of abbreviations and symbols, see introductory text.]

Item			Santa Fe	Sierra	Socorro	Taos	Torrance	Union	Valencia
Total farm production expenses	farms	2022	591	269	453	622	577	343	978
		2017	539	257	658	824	716	369	1,360
	$1,000	2022	19,338	24,970	44,436	10,656	49,545	79,803	34,437
		2017	30,228	32,831	59,349	10,271	45,133	76,973	52,504
Average per farm	dollars	2022	32,720	92,825	98,093	17,132	85,866	232,663	35,212
		2017	47,305	127,748	90,197	12,464	63,035	208,600	38,606
Fertilizer, lime, and soil conditioners purchased	farms	2022	139	72	165	71	62	57	377
		2017	150	74	237	129	71	47	619
	$1,000	2022	719	943	1,108	195	1,303	2,264	854
		2017	717	752	1,225	110	1,438	1,676	984
Chemicals purchased	farms	2022	113	78	103	56	48	60	295
		2017	107	58	158	66	61	54	426
	$1,000	2022	399	619	333	25	496	1,020	591
		2017	693	1,361	309	16	471	922	677
Seeds, plants, vines, and trees purchased	farms	2022	220	74	110	142	81	42	289
		2017	176	76	129	189	65	38	362
	$1,000	2022	853	1,761	738	235	713	1,597	1,058
		2017	861	749	611	394	1,079	1,210	1,165
Cover crop seed purchased	farms	2022	59	8	25	36	7	14	38
		2017	51	13	27	60	7	15	88
	$1,000	2022	13	40	20	6	7	47	27
		2017	8	33	9	9	12	57	26
Livestock and poultry purchased or leased	farms	2022	137	52	121	102	179	133	172
		2017	178	96	148	146	245	177	348
	$1,000	2022	1,183	445	2,432	313	4,334	25,071	1,410
		2017	3,393	1,092	1,743	351	4,370	29,416	5,129
Breeding livestock purchased or leased	farms	2022	60	44	88	67	110	98	67
		2017	105	68	113	74	148	118	170
	$1,000	2022	349	274	1,314	206	2,101	3,472	663
		2017	1,293	920	1,439	238	2,921	3,229	967
Other livestock and poultry purchased or leased	farms	2022	100	23	49	54	104	66	132
		2017	117	52	65	81	129	76	238
	$1,000	2022	835	171	1,119	108	2,232	21,599	748
		2017	2,099	172	305	113	1,450	26,187	4,162
Feed purchased	farms	2022	416	185	298	343	460	259	608
		2017	459	191	457	425	582	314	873
	$1,000	2022	2,562	2,353	13,127	1,594	15,966	16,126	10,977
		2017	2,924	10,882	28,016	1,279	12,924	14,072	18,490
Gasoline, fuels, and oils purchased	farms	2022	551	257	429	576	549	316	918
		2017	576	257	612	693	626	343	1,233
	$1,000	2022	1,742	2,032	3,276	962	2,788	3,661	2,344
		2017	2,121	2,483	3,041	1,403	2,747	3,265	2,514
Utilities	farms	2022	330	188	306	316	369	255	495
		2017	336	201	432	380	467	259	602
	$1,000	2022	1,492	1,452	1,715	584	2,193	2,156	1,300
		2017	2,362	1,646	1,786	780	3,839	1,765	1,629
Repairs, supplies, and maintenance costs	farms	2022	413	214	366	411	447	278	684
		2017	429	234	469	576	523	299	865
	$1,000	2022	2,121	2,862	3,757	1,459	3,695	4,996	2,484
		2017	3,049	2,801	3,781	1,531	3,383	3,556	4,172
Hired farm labor	farms	2022	86	68	124	95	141	104	121
		2017	160	84	146	176	112	96	228
	$1,000	2022	3,301	4,654	7,107	1,186	5,579	4,206	3,948
		2017	4,603	5,155	8,073	1,166	4,230	3,043	5,127
Contract labor	farms	2022	66	41	69	52	54	78	46
		2017	40	32	88	63	41	59	108
	$1,000	2022	343	1,029	824	357	669	1,049	358
		2017	626	822	865	303	399	477	267
Customwork and custom hauling	farms	2022	54	44	109	57	59	59	196
		2017	56	36	122	99	76	58	293
	$1,000	2022	217	686	1,197	235	533	886	541
		2017	447	337	1,641	210	792	703	1,338
Cash rent for land, buildings, and grazing fees	farms	2022	53	77	109	79	186	172	75
		2017	71	71	118	97	196	196	109
	$1,000	2022	403	1,663	1,651	423	4,529	5,519	1,526
		2017	572	1,204	1,989	473	2,210	5,282	2,238
Rent and lease expenses for machinery, equipment, and farm share of vehicles	farms	2022	33	6	15	18	19	22	39
		2017	25	8	28	32	30	15	54
	$1,000	2022	80	123	221	12	108	204	72
		2017	164	88	288	14	69	282	167
Interest expense	farms	2022	98	63	122	70	120	146	142
		2017	97	74	102	121	193	163	221
	$1,000	2022	1,359	1,054	1,861	687	2,420	3,803	1,793
		2017	3,948	828	1,351	517	3,190	4,763	2,097
Secured by real estate	farms	2022	74	38	95	48	91	98	119
		2017	81	69	80	82	140	101	169
	$1,000	2022	1,004	773	1,452	524	1,672	3,249	1,408
		2017	3,576	623	1,104	376	2,360	2,961	1,055
Not secured by real estate	farms	2022	47	40	70	47	56	83	93
		2017	52	37	62	66	118	96	130
	$1,000	2022	356	280	409	163	749	554	386
		2017	371	205	247	141	830	1,802	1,042
Property taxes paid	farms	2022	546	264	419	583	552	322	890
		2017	603	254	493	787	697	340	1,181
	$1,000	2022	1,318	1,125	1,292	1,609	1,485	1,508	2,052
		2017	1,822	991	1,259	1,097	1,447	1,011	2,017

See footnote(s) at end of table.

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Appendix 2. Components of farm production expenses.
Source data: 2022 USDA Census data, p. 258.
https://www.nass.usda.gov/Publications/AgCensus/2022/Full_Report/Volume_1,_Chapter_2_County_Level/New_Mexico/nmv1.pdf

Table 4. **Net Cash Farm Income of the Operations and Producers: 2022 and 2017** (continued)

[For meaning of abbreviations and symbols, see introductory text.]

Item		Otero	Quay	Rio Arriba	Roosevelt	Sandoval	San Juan	San Miguel
Net cash farm income of the operations	$1,000, 2022	6,860	9,041	-3,096	97,367	-3,921	15,806	-755
	2017	1,808	8,001	298	50,500	-517	-2,566	-2,288
Average per farm	dollars, 2022	14,690	15,272	-2,410	152,613	-5,530	5,494	-973
	2017	3,823	13,052	207	68,059	-513	-865	-1,956
Farms with net gains [1]	farms, 2022	148	243	404	314	233	907	179
	2017	130	295	510	435	312	592	231
Average per farm	dollars, 2022	85,574	78,175	29,745	346,152	14,984	38,946	41,445
	2017	51,079	43,772	15,835	128,881	14,654	17,262	26,847
Farms with net losses	farms, 2022	319	349	881	324	476	1,970	597
	2017	343	318	929	307	695	2,373	939
Average per farm	dollars, 2022	18,197	28,525	17,155	34,953	15,571	9,908	13,691
	2017	14,088	15,446	8,372	18,121	7,322	5,388	9,042
Net cash farm income of producers	$1,000, 2022	6,937	7,816	-3,070	96,952	-3,933	15,880	-923
	2017	1,723	7,900	328	49,995	-516	-2,485	-2,329
Average per farm	dollars, 2022	14,855	13,202	-2,389	151,962	-5,547	5,520	-1,190
	2017	3,642	12,888	228	67,379	-512	-838	-1,991
Producers reporting net gains [1]	farms, 2022	148	243	404	310	233	910	179
	2017	130	292	512	434	312	598	231
Average per farm	dollars, 2022	86,095	74,173	29,751	349,363	14,916	38,824	40,500
	2017	50,421	43,912	15,813	128,253	14,665	17,199	26,673
Producers reporting net losses	farms, 2022	319	349	881	328	476	1,967	597
	2017	343	321	927	308	695	2,367	939
Average per farm	dollars, 2022	18,197	29,251	17,128	34,606	15,564	9,888	13,690
	2017	14,088	15,333	8,380	18,398	7,326	5,395	9,042

Item		Santa Fe	Sierra	Socorro	Taos	Torrance	Union	Valencia
Net cash farm income of the operations	$1,000, 2022	1,547	2,500	18,951	-1,946	6,517	16,100	646
	2017	-3,484	645	7,282	-1,822	4,593	12,953	-4,782
Average per farm	dollars, 2022	2,617	9,293	41,836	-3,129	11,295	46,939	661
	2017	-5,452	2,509	11,067	-2,211	6,415	35,103	-3,516
Farms with net gains [1]	farms, 2022	156	92	150	184	172	164	260
	2017	152	71	205	220	183	215	273
Average per farm	dollars, 2022	43,396	91,531	175,145	16,755	89,813	146,257	37,420
	2017	36,205	86,001	63,575	14,897	66,045	83,501	16,833
Farms with net losses	farms, 2022	435	177	303	438	405	179	718
	2017	487	186	453	604	533	154	1,087
Average per farm	dollars, 2022	12,007	33,453	24,159	11,482	22,052	44,056	12,650
	2017	18,454	29,362	12,696	8,442	14,058	32,465	8,627
Net cash farm income of producers	$1,000, 2022	1,649	2,522	18,914	-1,889	6,964	15,996	622
	2017	-3,776	625	7,209	-1,813	3,949	12,042	-4,836
Average per farm	dollars, 2022	2,790	9,376	41,754	-3,037	12,069	46,634	636
	2017	-5,909	2,432	10,956	-2,200	5,515	32,633	-3,556
Producers reporting net gains [1]	farms, 2022	162	92	151	184	172	167	260
	2017	152	71	204	220	183	214	269
Average per farm	dollars, 2022	42,381	91,750	173,617	16,945	92,376	144,107	37,296
	2017	34,169	86,001	63,545	14,923	61,443	79,654	16,884
Producers reporting net losses	farms, 2022	429	177	302	438	405	176	718
	2017	487	186	454	604	533	155	1,091
Average per farm	dollars, 2022	12,160	33,441	24,178	11,431	22,036	45,854	12,635
	2017	18,418	29,468	12,675	8,437	13,687	32,287	8,596

[1] Farms with total production expenses equal to market value of agricultural products sold, government payments, and farm-related income are included as farms with gains of less than $1,000.

Appendix 3. Net cash farm income of producers.
Source data: 2022 USDA Census data, p. 237.
https://www.nass.usda.gov/Publications/AgCensus/2022/Full_Report/Volume_1,_Chapter_2_County_Level/New_Mexico/nmv1.pdf

Table 3. **Farm Production Expenses: 2022 and 2017** (continued)

[For meaning of abbreviations and symbols, see introductory text.]

Item		Santa Fe	Sierra	Socorro	Taos	Torrance	Union	Valencia
Total farm production expenses - Con.								
Medical supplies, veterinary, and custom services for livestock	farms, 2022	234	138	220	214	256	217	327
	2017	316	142	335	263	390	270	534
	$1,000, 2022	357	227	1,246	246	979	2,615	742
	2017	659	456	1,313	200	845	3,043	1,996
All other production expenses	farms, 2022	260	167	236	234	276	232	357
	2017	161	108	174	134	217	176	262
	$1,000, 2022	889	1,945	2,541	533	1,756	3,121	2,388
	2017	1,267	1,184	2,458	426	1,699	2,488	2,497
Production expenses paid by landlords [1]	farms, 2022	15	9	4	7	19	14	12
	2017	14	1	5	8	2	10	13
	$1,000, 2022	102	29	85	60	450	314	20
	2017	(D)	(D)	21	41	(D)	103	27
Depreciation expenses claimed	farms, 2022	278	159	274	311	225	207	476
	2017	155	82	176	165	155	157	235
	$1,000, 2022	3,085	3,186	3,378	2,905	4,499	7,270	5,020
	2017	4,224	3,298	5,345	1,759	3,882	6,411	4,730

[1] Landlord production expenses are included within total farm production expenses.

Appendix 4. Farm depreciation expenses.
Source data: 2022 USDA Census data, p. 260.
https://www.nass.usda.gov/Publications/AgCensus/2022/Full_Report/Volume_1,_Chapter_2_County_Level/New_Mexico/nmv1.pdf