### Grain Sorghum, Conventional Tillage, Dryland, Rio Grande Valley - 100 Acres

**South Extension District - 12**

**Crop Acres**

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>Quantity</th>
<th>Units</th>
<th>$/Unit</th>
<th>Total</th>
<th>Enterprise Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grain Sorghum</td>
<td>30.00</td>
<td>CWT</td>
<td>$7.10</td>
<td>$213.00</td>
<td>$21,300.00</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td>$213.00</td>
<td>$21,300.00</td>
</tr>
</tbody>
</table>

**VARIABLE COSTS**

**Production Costs**
- **Herbicide**
  - AAtrex 4L
    - Quantity: 2 Pint
    - $/Unit: $2.35
    - Total: $4.71
    - Enterprise Total: $470.80
- **Seed**
  - Grain Sorghum Seed
    - Quantity: 4.5 Pound
    - $/Unit: $4.00
    - Total: $18.00
    - Enterprise Total: $1,800.00
- **Fertilizer**
  - Fertilizer 25-10-0
    - Quantity: 0.12 Ton
    - $/Unit: $335.00
    - Total: $40.20
    - Enterprise Total: $4,020.00
- **Custom**
  - Harvest/Haul Sorghum
    - Quantity: 30 CWT
    - $/Unit: $0.90
    - Total: $27.00
    - Enterprise Total: $2,700.00
- **Other Labor**
  - Unallocated Labor
    - Quantity: 0.7072 Hour
    - $/Unit: $12.00
    - Total: $8.49
    - Enterprise Total: $848.64
- **Machinery Labor**
  - Tractors/Self-Propelled
    - Quantity: 1.3 Hour
    - $/Unit: $12.00
    - Total: $15.60
    - Enterprise Total: $1,560.00
- **Diesel Fuel**
  - Tractors/Self-Propelled
    - Quantity: 7.79 Gallon
    - $/Unit: $2.10
    - Total: $16.36
    - Enterprise Total: $1,635.90
- **Repairs & Maintenance**
  - Tractors/Self-Propelled
    - Quantity: 1 Acre
    - $/Unit: $14.01
    - Total: $14.01
    - Enterprise Total: $1,400.52
  - Implements
    - Quantity: 1 Acre
    - $/Unit: $17.63
    - Total: $17.63
    - Enterprise Total: $1,763.06
  - Interest on Credit Line
    - Percentage: 5.00%
    - $/Unit: $3.00
    - Total: $300.27

**Total Variable Costs**

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Enterprise Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$164.99</td>
<td>$16,499.20</td>
</tr>
</tbody>
</table>

**Planned Returns Above Variable Costs:**

- $48.01
  - Total: $4,800.80

**Breakeven Price to Cover Variable Costs:**

- $5.50 CWT

**FIXED COSTS**

**Machinery Depreciation**
- Tractors/Self-Propelled
  - Quantity: 1 Acre
  - $/Unit: $14.47
  - Total: $14.47
  - Enterprise Total: $1,447.21
- Implements
  - Quantity: 1 Acre
  - $/Unit: $21.18
  - Total: $21.18
  - Enterprise Total: $2,117.98

**Equipment Investment**
- Tractors/Self-Propelled
  - Quantitiy: $112.74 Dollars
  - Percentage: 7.00%
  - $/Unit: $7.89
  - Total: $789.20
- Implements
  - Quantity: $99.47 Dollars
  - Percentage: 7.00%
  - $/Unit: $6.96
  - Total: $696.28

**Total Fixed Costs**

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Enterprise Total</th>
</tr>
</thead>
<tbody>
<tr>
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<td>$50.51</td>
<td>$5,050.67</td>
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</table>

**Total Specified Costs**

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Enterprise Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$215.50</td>
<td>$21,549.87</td>
</tr>
</tbody>
</table>

**Returns Above Specified Costs**

- ($2.50)
  - Total: ($249.87)

**Breakeven Price to Cover Total Costs**

- $7.18 CWT

### Example Breakeven Prices

<table>
<thead>
<tr>
<th>Example Yield Percent</th>
<th>Example Yield CWT</th>
<th>Price Needed to Cover Your Variable Costs</th>
<th>Price Needed to Cover Your Total Costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>75%</td>
<td>22.50</td>
<td>$7.33</td>
<td>$9.58</td>
</tr>
<tr>
<td>90%</td>
<td>27.00</td>
<td>$6.11</td>
<td>$7.98</td>
</tr>
<tr>
<td>100%</td>
<td>30.00</td>
<td>$5.50</td>
<td>$7.18</td>
</tr>
<tr>
<td>110%</td>
<td>33.00</td>
<td>$5.00</td>
<td>$6.53</td>
</tr>
<tr>
<td>125%</td>
<td>37.50</td>
<td>$4.40</td>
<td>$5.75</td>
</tr>
</tbody>
</table>

**Developed by Samuel Zapata, Assistant Professor and Extension Economist, Texas A&M AgriLife Extension.**

**Information presented is prepared solely as a general guide and not intended to recognize or predict the costs and returns from any one operation. Brand names are mentioned only as examples and imply no endorsement.**