<table>
<thead>
<tr>
<th>Crop Acres</th>
<th>160</th>
</tr>
</thead>
</table>

### REVENUE

<table>
<thead>
<tr>
<th>Crop</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>18.00</td>
<td>CWT</td>
<td>$7.00</td>
<td>$126.00</td>
<td>$20,160.00</td>
</tr>
</tbody>
</table>

### VARIABLE COSTS

#### Production Costs

- **Herbicide and Apply Sorghum Dryland**
  - Quantity: 1 Acre
  - $/Unit: $10.50
  - Total: $10.50
  - Enterprise Total: $1,680.00

- **Seed - Sorghum**
  - Quantity: 2.25 Pound
  - $/Unit: $2.40
  - Total: $5.40
  - Enterprise Total: $864.00

- **Fertilizer**
  - Fertilizer (N) - Liquid
    - Quantity: 30 Pound
    - $/Unit: $0.58
    - Total: $17.34
    - Enterprise Total: $2,774.40

- **Custom Harvest - Sorghum Dryland**
  - Quantity: 1 Acre
  - $/Unit: $14.00
  - Total: $14.00
  - Enterprise Total: $2,240.00

- **Custom Haul - Sorghum Dryland**
  - Quantity: 18 CWT
  - $/Unit: $0.40
  - Total: $7.20
  - Enterprise Total: $1,152.00

- **Fertilizer Application - Liquid High**
  - Quantity: 1 Acre
  - $/Unit: $4.75
  - Total: $4.75
  - Enterprise Total: $760.00

#### Miscellaneous Costs

- **Crop Insurance Sorghum - Dryland**
  - Quantity: 1 Acre
  - $/Unit: $16.50
  - Total: $16.50
  - Enterprise Total: $2,640.00

- **Insecticide and Apply Sorghum**
  - Quantity: 1 Acre
  - $/Unit: $25.00
  - Total: $25.00
  - Enterprise Total: $4,000.00

- **Machinery Labor**
  - **Tractors/Self-Propelled**
    - Quantity: 1 Acre
    - $/Unit: $12.00
    - Total: $12.00
    - Enterprise Total: $1,920.00

- **Diesel Fuel**
  - **Tractors/Self-Propelled**
    - Quantity: 2.4 Gallon
    - $/Unit: $3.00
    - Total: $7.20
    - Enterprise Total: $1,152.00

- **Gasoline**
  - **Pickup/General Use Equipment**
    - Quantity: 1 Acre
    - $/Unit: $4.50
    - Total: $4.50
    - Enterprise Total: $720.00

- **Repairs & Maintenance**
  - **Pickup/General Use Equipment**
    - Quantity: 1 Acre
    - $/Unit: $0.50
    - Total: $0.50
    - Enterprise Total: $80.00

- **Implement**
  - **Tractors/Self-Propelled**
    - Quantity: 1 Acre
    - $/Unit: $6.00
    - Total: $6.00
    - Enterprise Total: $960.00

- **Interest on Credit Line**
  - Quantity: 1 Acre
  - $/Unit: 6.00%
  - Total: $3.28
  - Enterprise Total: $524.05

### Fixed Costs

<table>
<thead>
<tr>
<th>Equipment Fixed Costs</th>
<th>Quantity</th>
<th>Units</th>
<th>$/Unit</th>
<th>Total</th>
<th>Enterprise Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pickup/General Use Equipment</strong></td>
<td>1 Acre</td>
<td>$1.25</td>
<td>$1.25</td>
<td>$200.00</td>
<td></td>
</tr>
<tr>
<td><strong>Tractors/Self-Propelled</strong></td>
<td>1 Acre</td>
<td>$12.00</td>
<td>$12.00</td>
<td>$1,920.00</td>
<td></td>
</tr>
<tr>
<td><strong>Impplements</strong></td>
<td>1 Acre</td>
<td>$10.00</td>
<td>$10.00</td>
<td>$1,600.00</td>
<td></td>
</tr>
<tr>
<td><strong>Management Fee, Owner/Operator Labor</strong></td>
<td>1 Acre</td>
<td>$15.00</td>
<td>$15.00</td>
<td>$2,400.00</td>
<td></td>
</tr>
<tr>
<td><strong>Cash Rent - Sorghum</strong></td>
<td>1 Acre</td>
<td>$30.00</td>
<td>$30.00</td>
<td>$4,800.00</td>
<td></td>
</tr>
<tr>
<td><strong>Whole Farm Insurance</strong></td>
<td>1 Acre</td>
<td>$2.00</td>
<td>$2.00</td>
<td>$320.00</td>
<td></td>
</tr>
</tbody>
</table>

### Total Costs

- **Total Variable Costs**: $126.00
- **Total Fixed Costs**: $70.25
- **Total Specified Costs**: $207.42
- **Returns Above Specified Costs**: ($81.42)
- **Breakeven Price to Cover Total Costs**: $11.52 CWT

### Example Breakeven Prices

<table>
<thead>
<tr>
<th>Example Percent</th>
<th>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>13.50</td>
<td>$10.16</td>
<td>$15.36</td>
</tr>
<tr>
<td>90%</td>
<td>16.20</td>
<td>$8.47</td>
<td>$12.80</td>
</tr>
<tr>
<td>100%</td>
<td>18.00</td>
<td>$7.62</td>
<td>$11.52</td>
</tr>
<tr>
<td>110%</td>
<td>19.80</td>
<td>$6.93</td>
<td>$10.48</td>
</tr>
<tr>
<td>125%</td>
<td>22.50</td>
<td>$6.10</td>
<td>$9.22</td>
</tr>
</tbody>
</table>

Developed by Jackie Smith, 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.