

**Sorghum, Sprinkler Irrigated, (Sandy Soils)**  
 Texas High Plains  
 1998 Projected Costs and Returns per Acre

| GROSS INCOME Description         | Quantity | Unit  | \$ / Unit | Total  | Your Estimate |
|----------------------------------|----------|-------|-----------|--------|---------------|
| =====                            | =====    | ===== | =====     | =====  | =====         |
| SORGHUM                          | 50.000   | cwt.  | 4.4000    | 220.00 | _____         |
|                                  |          |       |           | =====  | _____         |
| Total GROSS Income               |          |       |           | 220.00 | _____         |
| VARIABLE COST Description        | Quantity | Unit  | \$ / Unit | Total  |               |
| =====                            | =====    | ===== | =====     | =====  |               |
| PREHARVEST                       |          |       |           |        |               |
| FERTILIZER APPL.                 | 1.000    | acre  | 3.000     | 3.00   | _____         |
| FERTILIZER (P)                   | 60.000   | lb.   | .260      | 15.60  | _____         |
| FERTILIZER (N)                   | 120.000  | lb.   | .210      | 25.20  | _____         |
| SEED                             | 6.000    | lb.   | 1.250     | 7.50   | _____         |
| HERBICIDE & APPL                 | 1.000    | acre  | 12.000    | 12.00  | _____         |
| INSECTICIDE+APPL                 | 1.000    | appl  | 8.000     | 8.00   | _____         |
| Fuel & Lube - Machinery          |          | Acre  |           | 9.50   | _____         |
| - Irrigation                     |          | Acre  |           | 30.06  | _____         |
| Repairs - Machinery              |          | Acre  |           | 2.29   | _____         |
| - Irrigation                     |          | Acre  |           | 5.15   | _____         |
| Labor - Machinery                | 2.445    | Hour  | 7.000     | 17.12  | _____         |
| - Irrigation                     | 0.961    | Hour  | 6.960     | 6.69   | _____         |
|                                  |          |       |           | =====  | _____         |
| Total PREHARVEST                 |          |       |           | 142.11 | _____         |
| Interest - OC Borrowed           | 67.352   | Dol.  | 0.100     | 6.74   | _____         |
| HARVEST                          |          |       |           |        |               |
| CUSTOM HARVEST                   | 50.000   | cwt.  | .300      | 15.00  | _____         |
| CUSTOM HAULING                   | 50.000   | cwt.  | .250      | 12.50  | _____         |
|                                  |          |       |           | =====  | _____         |
| Total HARVEST                    |          |       |           | 27.50  | _____         |
|                                  |          |       |           | =====  | _____         |
| Total VARIABLE COST              |          |       |           | 176.34 | _____         |
| GROSS INCOME minus VARIABLE COST |          |       |           | 43.66  | _____         |
| FIXED COST Description           |          | Unit  |           | Total  |               |
| =====                            |          | ===== |           | =====  |               |
| Machinery and Equipment          |          | Acre  |           | 29.41  | _____         |
| Irrigation                       |          | Acre  |           | 49.15  | _____         |
| Land                             |          | Acre  |           | 40.00  | _____         |
|                                  |          |       |           | =====  | _____         |
| Total FIXED Cost                 |          |       |           | 118.56 | _____         |
| Total of ALL Cost                |          |       |           | 294.90 | _____         |
| NET PROJECTED RETURNS            |          |       |           | -74.90 | _____         |

*Projections for Planning Purposes Only  
Not to be Used without Updating after March 19, 1998*

*B-1241 (C01&02)*

| Date     | Stage of Production | Type of Prod. | Product Name | Number of Units | Weight per Head | Cash Non-Cash | Landlord Share | Break Even Prod. |
|----------|---------------------|---------------|--------------|-----------------|-----------------|---------------|----------------|------------------|
| 10/10/98 |                     | A             | SORGHUM      | 50.0000         | .0000           | C             | .00            | N                |

| Date     | Stage of Production | Type of Input | Input Name               | Number of Units | Cash Non-Cash | Fixed or Vari. | Landlord Share |
|----------|---------------------|---------------|--------------------------|-----------------|---------------|----------------|----------------|
| 12/01/97 | PREHARVEST          | M             | SHREDDING                | 1.0000          |               |                | .00            |
| 12/15/97 | PREHARVEST          | M             | CHISELING                | .3000           |               |                | .00            |
| 02/15/98 | PREHARVEST          | M             | DISCING TANDEM           | 1.0000          |               |                | .00            |
| 03/15/98 | PREHARVEST          | M             | DISCING TANDEM           | 1.0000          |               |                | .00            |
| 03/31/98 | PREHARVEST          | M             | PICKUP TRUCK 3/4 TON     | 35.0000         |               |                | .00            |
| 04/01/98 | PREHARVEST          | G             | FERTILIZER APPL. DRY     | 1.0000          | C             | V              | .00            |
| 04/01/98 | PREHARVEST          | E             | FERTILIZER (P)           | 60.0000         | C             | V              | .00            |
| 04/01/98 | PREHARVEST          | E             | FERTILIZER (N) DRY       | 120.0000        | C             | V              | .00            |
| 05/01/98 | PREHARVEST          | M             | FIELD CULTIVATOR         | 1.0000          |               |                | .00            |
| 05/15/98 | PREHARVEST          | E             | SEED SORG SAF            | 6.0000          | C             | V              | .00            |
| 05/15/98 | PREHARVEST          | M             | PLANTING                 | 1.0000          |               |                | .00            |
| 05/16/98 | PREHARVEST          | E             | HERBICIDE & APPL SORGHUM | 1.0000          | C             | V              | .00            |
| 05/25/98 | PREHARVEST          | O             | IRRIGATION               | 3.0000          |               |                | .00            |
| 06/01/98 | PREHARVEST          | M             | SAND FIGHTING            | .5000           |               |                | .00            |
| 06/10/98 | PREHARVEST          | M             | CULTIVATING 8 ROW        | 1.0000          |               |                | .00            |
| 06/10/98 | PREHARVEST          | O             | IRRIGATION               | 3.0000          |               |                | .00            |
| 07/01/98 | PREHARVEST          | O             | IRRIGATION               | 3.0000          |               |                | .00            |
| 07/15/98 | PREHARVEST          | G             | INSECTICIDE+APPL SORGHUM | 1.0000          | C             | V              | .00            |
| 07/15/98 | PREHARVEST          | O             | IRRIGATION               | 3.0000          |               |                | .00            |
| 08/15/98 | PREHARVEST          | O             | IRRIGATION               | 3.0000          |               |                | .00            |
| 10/10/98 | HARVEST             | G             | CUSTOM HARVEST SORGHUMI  | 50.0000         | C             | V              | .00            |
| 10/10/98 | HARVEST             | G             | CUSTOM HAULING SORGHUMI  | 50.0000         | C             | V              | .00            |
| 10/10/98 |                     | K             | CASH-RENT SORGHUMS       | 1.0000          |               | F              | .00            |