

Projections for Planning Purposes Only
Not to be Used without Updating after April 25, 1986.

B-1241(C05)

DATE	STAGE OF PRODUCTION	TYPE OF PROD.	PRODUCT NAME	NUMBER OF UNITS	WEIGHT PER HEAD	CASH NON- CASH	LANDLORD SHARE	BREAK EVEN PROD.
09/01/86	HARVEST	A	SOYBEANS	35.0000	.0000	C	25.00	Y

DATE	STAGE OF PRODUCTION	TYPE OF INPUT	INPUT NAME	NUMBER OF UNITS	CASH NON- CASH	FIXED OR VARI.	LANDLORD SHARE
12/15/85	PREHARVEST	M	DISCING-TANDEM 13 FT.	1.0000			.00
03/10/86	PREHARVEST	M	SPRAYING	1.0000			.00
03/10/86	PREHARVEST	E	HERBICIDE SOYBEANS	1.0000	C	V	.00
03/11/86	PREHARVEST	M	DISCING-TANDEM 13 FT.	1.0000			.00
03/20/86	PREHARVEST	E	PHOSPHATE	60.0000	C	V	25.00
03/20/86	PREHARVEST	E	POTASH	60.0000	C	V	25.00
04/01/86	PREHARVEST	M	LISTING/BEDDING	1.0000			.00
04/05/86	PREHARVEST	E	SEED SOYBEAN	37.5000	C	V	.00
04/05/86	PREHARVEST	E	INOCULANT SOYBEANS	1.0000	C	V	.00
04/05/86	PREHARVEST	M	PLANTING	1.0000			.00
04/15/86	PREHARVEST	E	INSECTICIDE SOYBEANS	1.0000	C	V	.00
04/15/86	PREHARVEST	M	SPRAYING	1.0000			.00
04/20/86	PREHARVEST	M	PLANTING	.2000			.00
04/20/86	PREHARVEST	E	SEED SOYBEAN	7.5000	C	V	.00
04/30/86	PREHARVEST	E	INSECTICIDE SOYBEANS	1.0000	C	V	.00
04/30/86	PREHARVEST	M	SPRAYING	1.0000			.00
06/10/86	PREHARVEST	E	INSECTICIDE SOYBEANS	1.0000	C	V	.00
06/10/86	PREHARVEST	M	SPRAYING	1.0000			.00
06/15/86	PREHARVEST	M	CULTIVATING 13 FT	1.0000			.00
06/30/86	PREHARVEST	M	PICKUP TRUCK 3/4 TON	20.0000			.00
09/01/86	HARVEST	G	CUSTOM COMBINING SOYBEANS	1.0000	C	V	25.00
09/01/86	HARVEST	G	CUSTOM HAULING SOYBEAN	35.0000	C	V	25.00
09/15/86		K	SOYBEANS HIGH	1.0000		F	.00

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WHEAT PRODUCTION, TYPICAL MANAGEMENT
Northeast Texas District (5)
1986 Projected Costs and Returns per Acre

GROSS INCOME Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	Your Estimate =====
DEFICIENCY PMT. WHEAT	40.000	bu.	1.8300	73.20	
WHEAT	40.000	bu.	2.1500	86.00	
				=====	
Total GROSS Income				159.20	
VARIABLE COST Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	
PREHARVEST					
FERTILIZER (N)	80.000	lb.	.280	22.40	
FERTILIZER (P)	40.000	lb.	.230	9.20	
FERTILIZER (K)	40.000	lb.	.120	4.80	
SEED, TREATED	75.000	lb.	.150	11.25	
INSECTICIDE	1.000	lb.	6.000	6.00	
Fuel & Lube - Machinery		Acre		3.94	
Repairs - Machinery		Acre		1.13	
Labor - Machinery	2.081	Hour	5.500	11.45	

Total PREHARVEST				70.16	
HARVEST					
CUSTOM COMBINING	1.000	acre	20.000	20.00	
CUSTOM HAULING	40.000	bu.	.250	10.00	

Total HARVEST				30.00	
Interest - OC Borrowed	46.172	Dol.	0.140	6.46	
				=====	
Total VARIABLE COST				106.63	
Break-Even Price, Total Variable Cost \$ 0.83 per bu. of WHEAT					
GROSS INCOME minus VARIABLE COST				52.57	
FIXED COST Description =====		Unit =====		Total =====	
Machinery		Acre		12.76	
Land		Acre		22.70	
				=====	
Total FIXED Cost				35.46	
Break-Even Price, Total Cost \$ 1.72 per bu. of WHEAT					
Total of ALL Cost				142.09	
NET PROJECTED RETURNS				17.11	

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B-1241(C05)

DATE	STAGE OF PRODUCTION	TYPE OF PROD.	PRODUCT NAME	NUMBER OF UNITS	WEIGHT PER HEAD	CASH NON- CASH	LANDLORD SHARE	BREAK EVEN PROD.
05/20/86	HARVEST	A	WHEAT	40.0000	.0000	C	25.00	Y
05/20/86	HARVEST	A	DEFICIENCY PMT. WHEAT	40.0000	.0000	C	25.00	N

DATE	STAGE OF PRODUCTION	TYPE OF INPUT	INPUT NAME	NUMBER OF UNITS	CASH NON- CASH	FIXED OR VARI.	LANDLORD SHARE
09/15/85	PREHARVEST	E	FERTILIZER (N) APPL'D	80.0000	C	V	25.00
09/15/85	PREHARVEST	E	FERTILIZER (P) APPL'D	40.0000	C	V	25.00
09/15/85	PREHARVEST	E	FERTILIZER (K) APPL'D	40.0000	C	V	25.00
09/20/85	PREHARVEST	M	DISCING OFFSET	1.0000			.00
10/10/85	PREHARVEST	M	DISCING OFFSET	1.0000			.00
10/15/85	PREHARVEST	M	DRILLING	1.0000			.00
10/15/85	PREHARVEST	E	SEED, TREATED WHEAT	75.0000	C	V	.00
11/15/85	PREHARVEST	E	INSECTICIDE WHEAT	1.0000	C	V	.00
11/15/85	PREHARVEST	M	SPRAYING	1.0000			.00
02/01/86	PREHARVEST	M	PICKUP TRUCK 3/4 TON	21.0000			.00
05/20/86	HARVEST	G	CUSTOM COMBINING WHEAT	1.0000	C	V	25.00
05/20/86	HARVEST	G	CUSTOM HAULING WHEAT	40.0000	C	V	25.00
05/31/86		K	WHEAT TYPICAL	1.0000	C	F	.00

WHEAT PRODUCTION, HIGH LEVEL MANAGEMENT
Northeast Texas District (5)
1986 Projected Costs and Returns per Acre

GROSS INCOME Description	Quantity	Unit	\$ / Unit	Total	Your Estimate
=====	=====	=====	=====	=====	=====
DEFICIENCY PMT. WHEAT	50.000	bu.	1.8300	91.50	_____
WHEAT	50.000	bu.	2.1500	107.50	_____
				=====	_____
Total GROSS Income				199.00	_____
VARIABLE COST Description	Quantity	Unit	\$ / Unit	Total	
=====	=====	=====	=====	=====	
PREHARVEST					
FERTILIZER (N)	120.000	lb.	.280	33.60	_____
FERTILIZER (P)	80.000	lb.	.230	18.40	_____
FERTILIZER (K)	80.000	lb.	.120	9.60	_____
HERBICIDE	0.500	oz.	15.000	7.50	_____
SEED, TREATED	75.000	lb.	.150	11.25	_____
INSECTICIDE	1.000	lb.	6.000	6.00	_____
Fuel & Lube - Machinery		Acre		3.94	_____
Repairs - Machinery		Acre		1.13	_____
Labor - Machinery	2.081	Hour	5.500	11.45	_____
				-----	_____
Total PREHARVEST				102.86	_____
Interest - OC Borrowed	75.291	Dol.	0.140	10.54	_____
HARVEST					
CUSTOM COMBINING	1.000	acre	20.000	20.00	_____
CUSTOM HAULING	50.000	bu.	.250	12.50	_____
				-----	_____
Total HARVEST				32.50	_____
				=====	_____
Total VARIABLE COST				145.90	_____
Break-Even Price, Total Variable Cost \$ 1.08 per bu. of WHEAT					
GROSS INCOME minus VARIABLE COST				53.10	_____
FIXED COST Description		Unit		Total	
=====		=====		=====	
Machinery		Acre		12.76	_____
Land		Acre		26.22	_____
				=====	_____
Total FIXED Cost				38.98	_____
Break-Even Price, Total Cost \$ 1.86 per bu. of WHEAT					
Total of ALL Cost				184.88	_____
NET PROJECTED RETURNS				14.12	_____

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DATE	STAGE OF PRODUCTION	TYPE OF PROD.	PRODUCT NAME	NUMBER OF UNITS	WEIGHT PER HEAD	CASH NON- CASH	LANDLORD SHARE	BREAK EVEN PROD.
06/10/86	HARVEST	A	WHEAT	50.0000	.0000	C	25.00	Y
06/10/86	HARVEST	A	DEFICIENCY PMT. WHEAT	50.0000	.0000	C	25.00	N

DATE	STAGE OF PRODUCTION	TYPE OF INPUT	INPUT NAME	NUMBER OF UNITS	CASH NON- CASH	FIXED OR VARI.	LANDLORD SHARE
08/15/85	PREHARVEST	M	DISCING OFFSET	1.0000			.00
09/15/85	PREHARVEST	E	FERTILIZER (N) APPL'D	120.0000		V	25.00
09/15/85	PREHARVEST	E	FERTILIZER (P) APPL'D	80.0000	C	V	25.00
09/15/85	PREHARVEST	E	FERTILIZER (K) APPL'D	80.0000	C	V	25.00
09/20/85	PREHARVEST	M	DISCING OFFSET	1.0000			.00
10/15/85	PREHARVEST	E	HERBICIDE WHEAT	.5000	C	V	.00
10/15/85	PREHARVEST	M	DRILLING	1.0000			.00
10/15/85	PREHARVEST	E	SEED, TREATED WHEAT	75.0000	C	V	.00
10/30/85	PREHARVEST	E	INSECTICIDE WHEAT	1.0000	C	V	.00
10/30/85	PREHARVEST	M	SPRAYING	1.0000			.00
02/01/86	PREHARVEST	M	PICKUP TRUCK 3/4 TON	21.0000			.00
06/10/86	HARVEST	G	CUSTOM COMBINING WHEAT	1.0000	C	V	25.00
06/10/86	HARVEST	G	CUSTOM HAULING WHEAT	50.0000	C	V	25.00
06/10/86		K	WHEAT HIGH	1.0000	C	F	.00

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SOUTHERN PEAS
Northeast Texas District (5)
1986 Projected Costs and Returns per Acre

GROSS INCOME Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	Your Estimate =====
SOUTHERN PEAS	80.000	bu.	8.0000	640.00	_____
Total GROSS Income				640.00	_____
VARIABLE COST Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	
PREHARVEST					
FERTILIZER (N)	18.000	lb.	.280	5.04	_____
FERTILIZER (P)	72.000	lb.	.230	16.56	_____
FERTILIZER (K)	72.000	lb.	.120	8.64	_____
HERBICIDE	1.000	acre	8.450	8.45	_____
SEED	25.000	lb.	.850	21.25	_____
INSECTICIDE	1.000	acre	5.250	5.25	_____
Fuel & Lube - Machinery		Acre		7.39	_____
Repairs - Machinery		Acre		2.31	_____
Labor - Machinery	3.688	Hour	5.500	20.29	_____
Total PREHARVEST				95.18	_____
HARVEST					
SACKS	40.000	each	.250	10.00	_____
HAND HARVEST	40.000	bu.	3.000	120.00	_____
CUSTOM HAULING	40.000	bu.	.550	22.00	_____
HAND HARVEST	40.000	bu.	3.000	120.00	_____
CUSTOM HAULING	40.000	bu.	.550	22.00	_____
SACKS	40.000	each	.250	10.00	_____
Total HARVEST				304.00	_____
Interest - OC Borrowed	24.504	Dol.	0.140	3.43	_____
Total VARIABLE COST				402.61	_____
Break-Even Price, Total Variable Cost \$ 5.03 per bu. of SOUTHERN PEAS					
GROSS INCOME minus VARIABLE COST				237.39	_____
FIXED COST Description =====		Unit =====		Total =====	
Machinery		Acre		24.45	_____
Land		Acre		15.00	_____
Total FIXED Cost				39.45	_____
Break-Even Price, Total Cost \$ 5.52 per bu. of SOUTHERN PEAS					
Total of ALL Cost				442.06	_____
NET PROJECTED RETURNS				197.94	_____

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DATE	STAGE OF PRODUCTION	TYPE OF PROD.	PRODUCT NAME	NUMBER OF UNITS	WEIGHT PER HEAD	CASH NON- CASH	LANDLORD SHARE	BREAK EVEN PROD.
06/05/86	HARVEST	A	SOUTHERN PEAS	40.0000	.0000	C	.00	Y
06/15/86	HARVEST	A	SOUTHERN PEAS	40.0000	.0000	C	.00	Y

DATE	STAGE OF PRODUCTION	TYPE OF INPUT	INPUT NAME	NUMBER OF UNITS	CASH NON- CASH	FIXED OR VARI.	LANDLORD SHARE
07/25/85	PREHARVEST	M	SHREDDING 2 ROW	1.0000			.00
07/30/85	PREHARVEST	M	DISCING-TANDEM 13 FT.	1.0000			.00
01/15/86	PREHARVEST	M	DISCING-TANDEM 13 FT.	1.0000			.00
02/15/86	PREHARVEST	M	DISCING-TANDEM 13 FT.	1.0000			.00
03/15/86	PREHARVEST	E	FERTILIZER (N) APPL'D	18.0000	C	V	.00
03/15/86	PREHARVEST	E	FERTILIZER (P) APPL'D	72.0000	C	V	.00
03/15/86	PREHARVEST	E	FERTILIZER (K) APPL'D	72.0000	C	V	.00
04/05/86	PREHARVEST	M	HARROWING	1.0000			.00
04/10/86	PREHARVEST	E	HERBICIDE SO. PEAS	1.0000	C	V	.00
04/10/86	PREHARVEST	M	SPRAYING	1.0000			.00
04/15/86	PREHARVEST	E	SEED SO. PEAS	25.0000	C	V	.00
04/15/86	PREHARVEST	M	PLANTING	1.0000			.00
04/30/86	PREHARVEST	M	PICKUP TRUCK 3/4 TON	20.0000			.00
05/15/86	PREHARVEST	E	INSECTICIDE SO. PEAS	1.0000	C	V	.00
05/15/86	PREHARVEST	M	SPRAYING	1.0000			.00
06/01/86	PREHARVEST	M	CULTIVATING 13 FT	1.0000			.00
06/04/86	HARVEST	E	SACKS	40.0000	C	V	.00
06/05/86	HARVEST	G	HAND HARVEST SO. PEAS	40.0000	C	V	.00
06/05/86	HARVEST	G	CUSTOM HAULING SO. PEAS	40.0000	C	V	.00
06/15/86	HARVEST	G	HAND HARVEST SO. PEAS	40.0000	C	V	.00
06/15/86	HARVEST	G	CUSTOM HAULING SO. PEAS	40.0000	C	V	.00
06/15/86	HARVEST	E	SACKS	40.0000	C	V	.00
06/15/86		K	LAND CHARGE CROPS	1.0000		F	.00

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COASTAL BERMUDAGRASS PASTURE
Northeast Texas District (5)
1986 Projected Costs and Returns per Acre

GROSS INCOME Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	Your Estimate =====
-WARNING- No gross receipts					
VARIABLE COST Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	
LIME	0.250	ton	27.000	6.75	_____
HERBICIDE	1.000	acre	5.500	5.50	_____
FERTILIZER (N)	21.000	lb.	.280	5.88	_____
FERTILIZER (P)	8.000	lb.	.230	1.84	_____
FERTILIZER (K)	17.000	lb.	.120	2.04	_____
Fuel & Lube - Machinery		Acre		1.31	_____
Repairs - Machinery		Acre		0.30	_____
Labor - Machinery	0.916	Hour	5.500	5.04	_____
Interest - OC Borrowed	14.809	Dol.	0.140	2.07	_____
Total VARIABLE COST				30.73	_____
GROSS INCOME minus VARIABLE COST				-30.73	_____
FIXED COST Description =====		Unit =====		Total =====	
Machinery		Acre		6.16	_____
Land		Acre		15.00	_____
Perennial Crop		Acre		12.02	_____
Total FIXED Cost				33.17	_____
Total of ALL Cost				63.91	_____
NET PROJECTED RETURNS				-63.91	_____

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-WARNING- NO VALID RECEIPTS RECORDS

DATE	STAGE OF PRODUCTION	TYPE OF INPUT	INPUT NAME	NUMBER OF UNITS	CASH NON- CASH	FIXED OR VARI.	LANDLORD SHARE
01/15/86		E	LIME	.2500	C	V	.00
03/15/86		E	HERBICIDE PASTURE	1.0000	C	V	.00
04/15/86		E	FERTILIZER (N) APPL'D	21.0000	C	V	.00
04/15/86		E	FERTILIZER (P) APPL'D	8.0000	C	V	.00
04/15/86		E	FERTILIZER (K) APPL'D	17.0000	C	V	.00
06/15/86		M	PICKUP TRUCK 3/4 TON	10.0000			.00
07/10/86		M	SHREDDING 2 ROW	1.0000			.00
09/30/86		K	LAND CHARGE FORAGE	1.0000	C	F	.00
09/30/86		L	COASTAL BERMUDA	1.0000		F	.00

COASTAL BERMUDAGRASS-CLOVER
Northeast Texas District (5)
1986 Projected Costs and Returns per Acre

GROSS INCOME Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	Your Estimate =====
-WARNING- No gross receipts					
VARIABLE COST Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	
FERTILIZER (P)	60.000	lb.	.230	13.80	_____
FERTILIZER (K)	60.000	lb.	.120	7.20	_____
LIME	0.250	ton	27.000	6.75	_____
FERTILIZER (N)	65.000	lb.	.280	18.20	_____
Fuel & Lube - Machinery		Acre		1.31	_____
Repairs - Machinery		Acre		0.30	_____
Labor - Machinery	0.916	Hour	5.500	5.04	_____
Interest - OC Borrowed	37.490	Dol.	0.140	5.25	_____
				=====	
Total VARIABLE COST				57.85	_____
GROSS INCOME minus VARIABLE COST				-57.85	_____
FIXED COST Description =====		Unit =====		Total =====	
Machinery		Acre		6.16	_____
Land		Acre		15.00	_____
Perennial Crop		Acre		13.02	_____
				=====	
Total FIXED Cost				34.17	_____
Total of ALL Cost				92.02	_____
NET PROJECTED RETURNS				-92.02	_____

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DATE	STAGE OF PRODUCTION	TYPE OF INPUT	INPUT NAME	NUMBER OF UNITS	CASH NON- CASH	FIXED OR VARI.	LANDLORD SHARE
09/10/85		M	SHREDDING 2 ROM	1.0000			.00
10/15/85		E	FERTILIZER (P) APPL'D	60.0000	C	V	.00
10/15/85		E	FERTILIZER (K) APPL'D	60.0000	C	V	.00
01/15/86		E	LINE	.2500	C	V	.00
03/15/86		M	PICKUP TRUCK 3/4 TON	10.0000			.00
04/15/86		E	FERTILIZER (N) APPL'D	65.0000	C	V	.00
08/31/86		K	LAND CHARGE FORAGE	1.0000	C	F	.00
08/31/86		L	BERMUDA-CLOVER	1.0000		F	.00

SMALL GRAINS PASTURE
Northeast Texas District (5)
1986 Projected Costs and Returns per Acre

GROSS INCOME Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	Your Estimate =====
-WARNING- No gross receipts					
VARIABLE COST Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	
LIME	0.330	ton	27.000	8.91	
FERTILIZER (N)	110.000	lb.	.280	30.80	
FERTILIZER (P)	60.000	lb.	.230	13.80	
FERTILIZER (K)	60.000	lb.	.120	7.20	
SEED, SMALLGRAIN	100.000	lb.	.180	18.00	
SEED, RYEGRASS	20.000	lb.	.230	4.60	
CUSTOM PLANTING	1.000	acre	3.000	3.00	
INSECTICIDE	1.000	lb.	3.100	3.10	
FERTILIZER (N)	90.000	lb.	.280	25.20	
Fuel & Lube - Machinery		Acre		2.76	
Repairs - Machinery		Acre		0.71	
Labor - Machinery	1.579	Hour	5.500	8.68	
Interest - DC Borrowed	80.491	Dol.	0.140	11.27	
				=====	
Total VARIABLE COST				138.04	
GROSS INCOME minus VARIABLE COST				-138.04	
FIXED COST Description =====		Unit =====		Total =====	
Machinery		Acre		8.79	
Land		Acre		15.00	
				=====	
Total FIXED Cost				23.79	
Total of ALL Cost				161.83	
NET PROJECTED RETURNS				-161.83	

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-WARNING- NO VALID RECEIPTS RECORDS

DATE	STAGE OF PRODUCTION	TYPE OF INPUT	INPUT NAME	NUMBER OF UNITS	CASH NON- CASH	FIXED OR VARI.	LANDLORD SHARE
08/15/85		M	DISCING OFFSET	1.0000			.00
09/09/85		E	LIME	.3300	C	V	.00
09/10/85		M	DISCING-TANDEM 8 FT	1.0000			.00
09/15/85		E	FERTILIZER (N) APPL'D	110.0000	C	V	.00
09/15/85		E	FERTILIZER (P) APPL'D	60.0000	C	V	.00
09/15/85		E	FERTILIZER (K) APPL'D	60.0000	C	V	.00
09/20/85		E	SEED, SMALLGRAIN	100.0000	C	V	.00
09/20/85		E	SEED, RYEGRASS	20.0000	C	V	.00
09/20/85		G	CUSTOM PLANTING SM.GRAIN	1.0000	C	V	.00
09/30/85		E	INSECTICIDE SM.GRAIN	1.0000	C	V	.00
09/30/85		M	SPRAYING PASTURE	1.0000			.00
01/15/86		M	PICKUP TRUCK 3/4 TON	21.0000			.00
02/15/86		E	FERTILIZER (N) APPL'D	90.0000	C	V	.00
05/31/86		K	LAND CHARGE FORAGE	1.0000	C	F	.00

YUCHI CLOVER ESTABLISHMENT
Northeast Texas District (5)
1986 Projected Costs and Returns per Acre

GROSS INCOME Description	Quantity	Unit	\$ / Unit	Total	Your Estimate
=====	=====	=====	=====	=====	=====
-WARNING- No gross receipts					
VARIABLE COST Description	Quantity	Unit	\$ / Unit	Total	
=====	=====	=====	=====	=====	
FERTILIZER (N)	18.000	lb.	.280	5.04	_____
FERTILIZER (P)	72.000	lb.	.230	16.56	_____
FERTILIZER (K)	72.000	lb.	.120	8.64	_____
LIME	0.330	ton	27.000	8.91	_____
SEED	8.000	lb.	1.100	8.80	_____
INOCULANT	1.000	acre	1.200	1.20	_____
Fuel & Lube - Machinery		Acre		2.29	_____
Repairs - Machinery		Acre		0.51	_____
Labor - Machinery	1.514	Hour	5.501	8.33	_____
Interest - OC Borrowed	58.502	Dol.	0.140	8.19	_____
				=====	
Total VARIABLE COST				68.47	_____
GROSS INCOME minus VARIABLE COST				-68.47	_____
FIXED COST Description		Unit		Total	
=====		=====		=====	
Machinery		Acre		9.34	_____
Land		Acre		15.00	_____
				=====	
Total FIXED Cost				24.34	_____
Total of ALL Cost				92.81	_____
NET PROJECTED RETURNS				-92.81	_____

Projections for Planning Purposes Only
Not to be Used without Updating after April 25, 1986.

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DATE	STAGE OF PRODUCTION	TYPE OF PROD.	PRODUCT NAME	NUMBER OF UNITS	WEIGHT PER HEAD	CASH NON- CASH	LANDLORD SHARE	BREAK EVEN PROD.
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-WARNING- NO VALID RECEIPTS RECORDS

DATE	STAGE OF PRODUCTION	TYPE OF INPUT	INPUT NAME	NUMBER OF UNITS	CASH NON- CASH	FIXED OR VARI.	LANDLORD SHARE
09/15/85		M	SHREDDING 2 ROW	1.0000			.00
10/10/85		E	FERTILIZER (N) APPL'D	18.0000	C	V	.00
10/10/85		E	FERTILIZER (P) APPL'D	72.0000	C	V	.00
10/10/85		E	FERTILIZER (K) APPL'D	72.0000	C	V	.00
10/10/85		E	LIME	.3300	C	V	.00
10/10/85		M	DISCING-TANDEM 8 FT	1.0000			.00
10/15/85		M	SEEDING BRDCAST	1.0000			.00
10/15/85		E	SEED YUCHI	8.0000	C	V	.00
10/15/85		E	INOCULANT YUCHI	1.0000	C	V	.00
10/15/85		M	PICKUP TRUCK 3/4 TON	10.0000			.00
08/31/86		K	LAND CHARGE FORAGE	1.0000	C	F	.00

CHRISTMAS TREE PRODUCTION (WHOLESALE)
East Texas District (5&9)
1986 Projected Costs and Returns per Acre

GROSS INCOME Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	Your Estimate =====
TREES WHLSLE	630.000	EACH	8.5000	5355.00	
Total GROSS Income				5355.00	
VARIABLE COST Description =====	Quantity =====	Unit =====	\$ / Unit =====	Total =====	
ESTABLISHMENT					
SEEDLINGS	900.000	each	.060	54.00	
PHEREMONE TRAP	2.000	each	3.000	6.00	
PHEREMONE TRAP	2.000	each	3.000	6.00	
HERB, POST-EMERGE	0.330	gal	90.000	29.70	
INSECTICIDE	0.250	lb.	8.500	2.12	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	0.250	lb.	8.500	2.12	
HERB, POST-EMERGE	0.330	gal	90.000	29.70	
INSECTICIDE	0.250	lb.	8.500	2.12	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	0.500	lb.	8.500	4.25	
PHEREMONE TRAP	2.000	each	3.000	6.00	
POISON GRAIN	1.500	lb.	.650	0.97	
INSECTICIDE	0.500	lb.	8.500	4.25	
Fuel & Lube - Machinery		Acre		6.08	
Repairs - Machinery		Acre		1.33	
Labor - Machinery	3.289	Hour	5.501	18.09	
- Other	32.200	Hour	4.762	153.34	
Total ESTABLISHMENT				338.09	
SECOND YEAR					
POISON GRAIN	1.500	lb.	.650	0.97	
PHEREMONE TRAP	2.000	each	3.000	6.00	
HERB, POST-EMERGE	0.330	gal	90.000	29.70	
INSECTICIDE	0.500	lb.	8.500	4.25	
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	0.500	lb.	8.500	4.25	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	0.500	lb.	8.500	4.25	
HERB, POST-EMERGE	0.330	gal	90.000	29.70	
INSECTICIDE	0.500	lb.	8.500	4.25	
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	0.500	lb.	8.500	4.25	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	0.500	lb.	8.500	4.25	
Fuel & Lube - Machinery		Acre		10.86	
Repairs - Machinery		Acre		2.50	
Labor - Machinery	7.517	Hour	5.500	41.35	
- Other	28.200	Hour	4.931	139.06	
Total SECOND YEAR				335.64	
THIRD YEAR					
POISON GRAIN	1.500	lb.	.650	0.97	
PHEREMONE TRAP	2.000	each	3.000	6.00	
HERB, POST-EMERGE	0.330	gal	90.000	29.70	
INSECTICIDE	0.750	lb.	8.500	6.37	
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	0.750	lb.	8.500	6.37	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	0.750	lb.	8.500	6.37	
HERB, POST-EMERGE	0.330	gal	90.000	29.70	
INSECTICIDE	0.750	lb.	8.500	6.37	
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	0.750	lb.	8.500	6.37	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	0.750	lb.	8.500	6.37	
Fuel & Lube - Machinery		Acre		11.59	
Repairs - Machinery		Acre		2.70	
Labor - Machinery	8.021	Hour	5.500	44.12	
- Other	41.700	Hour	4.953	206.56	
Total THIRD YEAR				419.59	

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VARIABLE COST Description	Quantity	Unit	\$ / Unit	Total	
=====	=====	=====	=====	=====	
FOURTH YEAR					
POISON GRAIN	1.500	lb.	.650	0.97	
PHEREMONE TRAP	2.000	each	3.000	6.00	
HERB, POST-EMERGE	0.330	gal	90.000	29.70	
INSECTICIDE	1.250	lb.	8.500	10.62	
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	1.250	lb.	8.500	10.62	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	1.250	lb.	8.500	10.62	
HERB, POST-EMERGE	0.330	gal	90.000	29.70	
INSECTICIDE	1.250	lb.	8.500	10.62	
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	1.250	lb.	8.500	10.62	
PHEREMONE TRAP	2.000	each	3.000	6.00	
INSECTICIDE	1.250	lb.	8.500	10.62	
Fuel & Lube - Machinery		Acre		10.86	
Repairs - Machinery		Acre		2.50	
Labor - Machinery	7.517	Hour	5.500	41.35	
- Other	51.500	Hour	4.962	255.52	

Total FOURTH YEAR				490.35	
HARVEST					
COLORING	6.000	gal	9.950	59.70	
NETTING	630.000	tree	.300	189.00	
ADVERTISING	630.000	tree	.500	315.00	
Labor - Other	28.000	Hour	4.634	129.75	

Total HARVEST				693.45	
Interest - OC Borrowed	3192.917	Dol.	0.140	447.01	
Interest - Positive Cash	-200.996	Dol.	0.000	0.00	
				=====	
Total VARIABLE COST				2724.13	
Break-Even Price, Total Variable Cost \$ 4.32 per EACH of TREES					
GROSS INCOME minus VARIABLE COST				2630.87	
FIXED COST Description		Unit		Total	
=====		=====		=====	
Machinery		Acre		257.98	
Land		Acre		60.00	
				=====	
Total FIXED Cost				317.98	
Break-Even Price, Total Cost \$ 4.82 per EACH of TREES					
Total of ALL Cost				3042.11	
NET PROJECTED RETURNS				2312.89	

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DATE	STAGE OF PRODUCTION	TYPE OF PROD.	PRODUCT NAME	NUMBER OF UNITS	HEIGHT PER HEAD	CASH NON- CASH	LANDLORD SHARE	BREAK EVEN PROD. Y
11/30/89	HARVEST	A	TREES	MHLSLE	630.0000	.0000	C	.00
DATE	STAGE OF PRODUCTION	TYPE OF INPUT	INPUT NAME	NUMBER OF UNITS	CASH NON- CASH	FIXED OR VARI.	LANDLORD SHARE	
02/15/86	ESTABLISHMENT	E	SEEDLINGS	C. TREE	900.0000	C	V	.00
02/15/86	ESTABLISHMENT	H	PLANTING LABOR	C. TREE	10.0000	C	V	.00
03/15/86	ESTABLISHMENT	E	PEREMONE TRAP		2.0000	C	V	.00
04/15/86	ESTABLISHMENT	M	DISCING-TANDEM	8 FT	1.0000			.00
05/01/86	ESTABLISHMENT	E	PEREMONE TRAP		2.0000	C	V	.00
05/10/86	ESTABLISHMENT	H	CHEMICAL APPL.	C. TREE	6.5000	C	V	.00
05/10/86	ESTABLISHMENT	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00
05/15/86	ESTABLISHMENT	M	DISCING-TANDEM	8 FT	1.0000			.00
05/20/86	ESTABLISHMENT	E	INSECTICIDE	C. TREE	.2500	C	V	.00
05/20/86	ESTABLISHMENT	H	CHEMICAL APPL.	C. TREE	1.0000	C	V	.00
06/15/86	ESTABLISHMENT	M	DISCING-TANDEM	8 FT	1.0000			.00
06/15/86	ESTABLISHMENT	E	PEREMONE TRAP		2.0000	C	V	.00
06/20/86	ESTABLISHMENT	E	INSECTICIDE	C. TREE	.2500	C	V	.00
06/20/86	ESTABLISHMENT	H	CHEMICAL APPL.	C. TREE	1.0000	C	V	.00
07/10/86	ESTABLISHMENT	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00
07/10/86	ESTABLISHMENT	H	CHEMICAL APPL.	C. TREE	6.5000	C	V	.00
07/15/86	ESTABLISHMENT	M	DISCING-TANDEM	8 FT	1.0000			.00
07/20/86	ESTABLISHMENT	E	INSECTICIDE	C. TREE	.2500	C	V	.00
07/20/86	ESTABLISHMENT	H	CHEMICAL APPL.	C. TREE	1.8000	C	V	.00
08/01/86	ESTABLISHMENT	E	PEREMONE TRAP		2.0000	C	V	.00
08/15/86	ESTABLISHMENT	M	DISCING-TANDEM	8 FT	1.0000			.00
08/20/86	ESTABLISHMENT	E	INSECTICIDE	C. TREE	.5000	C	V	.00
08/20/86	ESTABLISHMENT	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
09/05/86	ESTABLISHMENT	M	DISCING	OFFSET	1.0000			.00
09/10/86	ESTABLISHMENT	M	DISCING-TANDEM	8 FT	1.0000			.00
09/15/86	ESTABLISHMENT	M	DISCING-TANDEM	8 FT	1.0000			.00
09/15/86	ESTABLISHMENT	E	PEREMONE TRAP		2.0000	C	V	.00
09/15/86	ESTABLISHMENT	M	GOPHER POISONING		1.0000			.00
09/15/86	ESTABLISHMENT	E	POISON GRAIN		1.5000	C	V	.00
09/20/86	ESTABLISHMENT	E	INSECTICIDE	C. TREE	.5000	C	V	.00
09/20/86	ESTABLISHMENT	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
09/25/86	ESTABLISHMENT	M	DISCING-TANDEM	8 FT	1.0000			.00
11/30/86	ESTABLISHMENT	K	LAND CHARGE	FORAGE	1.0000	C	F	.00
02/15/87	SECOND YEAR	M	GOPHER POISONING		1.0000			.00
02/15/87	SECOND YEAR	E	POISON GRAIN		1.5000	C	V	.00
03/15/87	SECOND YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
04/10/87	SECOND YEAR	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00
04/10/87	SECOND YEAR	M	SPRAYING	C. TREE	1.0000			.00
04/15/87	SECOND YEAR	M	SHREDDING	2 ROW	1.0000			.00
04/20/87	SECOND YEAR	E	INSECTICIDE	C. TREE	.5000	C	V	.00
04/20/87	SECOND YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
04/20/87	SECOND YEAR	E	HERB, PRE-EMERGE	C. TREE	1.0000	C	V	.00
04/20/87	SECOND YEAR	M	SPRAYING	C. TREE	1.0000			.00
05/01/87	SECOND YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
05/15/87	SECOND YEAR	M	SHREDDING	2 ROW	1.0000			.00
05/20/87	SECOND YEAR	E	INSECTICIDE	C. TREE	.5000	C	V	.00
05/20/87	SECOND YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
05/20/87	SECOND YEAR	M	SPRAYING	C. TREE	1.0000			.00
06/15/87	SECOND YEAR	M	SHREDDING	2 ROW	1.0000			.00
06/15/87	SECOND YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
06/20/87	SECOND YEAR	E	INSECTICIDE	C. TREE	.5000	C	V	.00
06/20/87	SECOND YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
06/20/87	SECOND YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/10/87	SECOND YEAR	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00
07/10/87	SECOND YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/15/87	SECOND YEAR	M	SHREDDING	2 ROW	1.0000			.00
07/20/87	SECOND YEAR	E	INSECTICIDE	C. TREE	.5000	C	V	.00
07/20/87	SECOND YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
07/20/87	SECOND YEAR	E	HERB, PRE-EMERGE	C. TREE	1.0000	C	V	.00
07/25/87	SECOND YEAR	H	SHEARING LABOR		12.0000	C	V	.00
08/01/87	SECOND YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
08/15/87	SECOND YEAR	M	SHREDDING	2 ROW	1.0000			.00
08/20/87	SECOND YEAR	E	INSECTICIDE	C. TREE	.5000	C	V	.00
08/20/87	SECOND YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
08/20/87	SECOND YEAR	M	SPRAYING	C. TREE	1.0000			.00
09/15/87	SECOND YEAR	M	SHREDDING	2 ROW	1.0000			.00
09/15/87	SECOND YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
09/20/87	SECOND YEAR	E	INSECTICIDE	C. TREE	.5000	C	V	.00
09/20/87	SECOND YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
09/20/87	SECOND YEAR	M	SPRAYING	C. TREE	1.0000			.00
10/15/87	SECOND YEAR	M	SHREDDING	2 ROW	1.0000			.00
10/20/87	SECOND YEAR	M	DISCING-TANDEM	8 FT	.1200			.00
11/30/87	SECOND YEAR	K	LAND CHARGE	FORAGE	1.0000	C	F	.00
02/15/88	THIRD YEAR	M	GOPHER POISONING		1.0000			.00
02/15/88	THIRD YEAR	E	POISON GRAIN		1.5000	C	V	.00
03/15/88	THIRD YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
04/10/88	THIRD YEAR	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00

Information presented is prepared solely as a general guide and is not intended to recognize or predict the costs and returns from any one particular farm or ranch operation. These projections were collected and developed by staff members of the Texas Agricultural Extension Service and approved for publication.

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04/10/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
04/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
04/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
04/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
04/20/88	THIRD YEAR	E	HERB, PRE-EMERGE	C. TREE	1.0000	C	V	.00
04/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
04/25/88	THIRD YEAR	H	SHEARING LABOR		10.2500	C	V	.00
05/01/88	THIRD YEAR	E	PHEREMONE TRAP		2.0000	C	V	.00
05/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
05/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
05/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
05/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
06/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
06/15/88	THIRD YEAR	E	PHEREMONE TRAP		2.0000	C	V	.00
06/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
06/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
06/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/10/88	THIRD YEAR	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00
07/10/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
07/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
07/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
07/20/88	THIRD YEAR	E	HERB, PRE-EMERGE	C. TREE	1.0000	C	V	.00
07/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/25/88	THIRD YEAR	H	SHEARING LABOR		15.2500	C	V	.00
08/01/88	THIRD YEAR	E	PHEREMONE TRAP		2.0000	C	V	.00
08/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
08/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
08/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
08/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
09/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
09/15/88	THIRD YEAR	E	PHEREMONE TRAP		2.0000	C	V	.00
09/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
09/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
09/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
10/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
10/20/88	THIRD YEAR	M	DISCING-TANDEM	8 FT	.1200			.00
11/30/88	THIRD YEAR	K	LAND CHARGE	FORAGE	1.0000	C	F	.00
02/15/89	FOURTH YEAR	M	GOPHER POISONING		1.0000			.00
02/15/89	FOURTH YEAR	E	POISON GRAIN		1.5000	C	V	.00
03/15/89	FOURTH YEAR	E	PHEREMONE TRAP		2.0000	C	V	.00
04/10/89	FOURTH YEAR	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00
04/10/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
04/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
04/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
04/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
04/20/89	FOURTH YEAR	E	HERB, PRE-EMERGE	C. TREE	1.0000	C	V	.00
04/20/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
04/25/89	FOURTH YEAR	H	SHEARING LABOR		20.0000	C	V	.00
05/01/89	FOURTH YEAR	E	PHEREMONE TRAP		2.0000	C	V	.00
05/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
05/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
05/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
05/20/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
06/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
06/15/89	FOURTH YEAR	E	PHEREMONE TRAP		2.0000	C	V	.00
06/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
06/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
06/20/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/10/89	FOURTH YEAR	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00
07/10/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
07/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
07/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
07/20/89	FOURTH YEAR	E	HERB, PRE-EMERGE	C. TREE	1.0000	C	V	.00
07/25/89	FOURTH YEAR	H	SHEARING LABOR		15.0000	C	V	.00
08/01/89	FOURTH YEAR	E	PHEREMONE TRAP		2.0000	C	V	.00
08/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
08/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
08/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
08/20/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
09/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
09/15/89	FOURTH YEAR	E	PHEREMONE TRAP		2.0000	C	V	.00
09/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
09/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
09/20/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
10/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
10/20/89	FOURTH YEAR	M	DISCING-TANDEM	8 FT	.1200			.00
11/15/89	HARVEST	E	COLORING		6.0000	C	V	.00
11/15/89	HARVEST	H	COLORING LABOR		6.0000	C	V	.00
11/15/89	HARVEST	E	NETTING		630.0000	C	V	.00
11/15/89	HARVEST	E	ADVERTISING		630.0000	C	V	.00
11/30/89	FOURTH YEAR	K	LAND CHARGE	FORAGE	1.0000	C	F	.00
11/30/89	HARVEST	H	GRADING LABOR		2.5000	C	V	.00
11/30/89	HARVEST	H	HARVEST & LOAD	LABOR	19.5000	C	V	.00

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CHRISTMAS TREE PRODUCTION (CHOOSE & CUT)
East Texas District (5&9)
1986 Projected Costs and Returns per Acre

GROSS INCOME Description	Quantity	Unit	\$ / Unit	Total	Your Estimate
=====	=====	=====	=====	=====	=====
TREES	630.000	EACH	15.0000	9450.00	_____
Total GROSS Income				9450.00	_____
VARIABLE COST Description	Quantity	Unit	\$ / Unit	Total	
=====	=====	=====	=====	=====	
ESTABLISHMENT					
SEEDLINGS	900.000	each	.060	54.00	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
HERB, POST-EMERGE	0.330	gal	90.000	29.70	_____
INSECTICIDE	0.250	lb.	8.500	2.12	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
INSECTICIDE	0.250	lb.	8.500	2.12	_____
HERB, POST-EMERGE	0.330	gal	90.000	29.70	_____
INSECTICIDE	0.250	lb.	8.500	2.12	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
INSECTICIDE	0.500	lb.	8.500	4.25	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
POISON GRAIN	1.500	lb.	.650	0.97	_____
INSECTICIDE	0.500	lb.	8.500	4.25	_____
Fuel & Lube - Machinery		Acre		6.08	_____
Repairs - Machinery		Acre		1.33	_____
Labor - Machinery	3.289	Hour	5.501	18.09	_____
- Other	32.200	Hour	4.762	153.34	_____
Total ESTABLISHMENT				338.09	_____
SECOND YEAR					
POISON GRAIN	1.500	lb.	.650	0.97	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
HERB, POST-EMERGE	0.330	gal	90.000	29.70	_____
INSECTICIDE	0.500	lb.	8.500	4.25	_____
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
INSECTICIDE	0.500	lb.	8.500	4.25	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
INSECTICIDE	0.500	lb.	8.500	4.25	_____
HERB, POST-EMERGE	0.330	gal	90.000	29.70	_____
INSECTICIDE	0.500	lb.	8.500	4.25	_____
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
INSECTICIDE	0.500	lb.	8.500	4.25	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
INSECTICIDE	0.500	lb.	8.500	4.25	_____
Fuel & Lube - Machinery		Acre		10.86	_____
Repairs - Machinery		Acre		2.50	_____
Labor - Machinery	7.517	Hour	5.500	41.35	_____
- Other	28.200	Hour	4.931	139.06	_____
Total SECOND YEAR				335.64	_____
THIRD YEAR					
POISON GRAIN	1.500	lb.	.650	0.97	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
HERB, POST-EMERGE	0.330	gal	90.000	29.70	_____
INSECTICIDE	0.750	lb.	8.500	6.37	_____
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
INSECTICIDE	0.750	lb.	8.500	6.37	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
INSECTICIDE	0.750	lb.	8.500	6.37	_____
HERB, POST-EMERGE	0.330	gal	90.000	29.70	_____
INSECTICIDE	0.750	lb.	8.500	6.37	_____
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
INSECTICIDE	0.750	lb.	8.500	6.37	_____
PHEREMONE TRAP	2.000	each	3.000	6.00	_____
INSECTICIDE	0.750	lb.	8.500	6.37	_____
Fuel & Lube - Machinery		Acre		11.59	_____
Repairs - Machinery		Acre		2.70	_____
Labor - Machinery	8.021	Hour	5.500	44.12	_____
- Other	41.700	Hour	4.953	206.56	_____
Total THIRD YEAR				419.59	_____

Projections for Planning Purposes Only
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VARIABLE COST Description	Quantity	Unit	\$ / Unit	Total
=====	=====	=====	=====	=====
FOURTH YEAR				
POISON GRAIN	1.500	lb.	.650	0.97
PHEREMONE TRAP	2.000	each	3.000	6.00
HERB, POST-EMERGE	0.330	gal	90.000	29.70
INSECTICIDE	1.250	lb.	8.500	10.62
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00
PHEREMONE TRAP	2.000	each	3.000	6.00
INSECTICIDE	1.250	lb.	8.500	10.62
PHEREMONE TRAP	2.000	each	3.000	6.00
INSECTICIDE	1.250	lb.	8.500	10.62
HERB, POST-EMERGE	0.330	gal	90.000	29.70
INSECTICIDE	1.250	lb.	8.500	10.62
HERB, PRE-EMERGE	1.000	lb.	13.000	13.00
PHEREMONE TRAP	2.000	each	3.000	6.00
INSECTICIDE	1.250	lb.	8.500	10.62
PHEREMONE TRAP	2.000	each	3.000	6.00
INSECTICIDE	1.250	lb.	8.500	10.62
Fuel & Lube - Machinery		Acre		10.86
Repairs - Machinery		Acre		2.50
Labor - Machinery	7.517	Hour	5.500	41.35
Labor - Other	51.500	Hour	4.962	255.52

Total FOURTH YEAR				490.35
HARVEST				
COLORING	6.000	gal	9.950	59.70
SAWS	5.000	each	5.750	28.75
ADVERTISING	630.000	tree	.500	315.00
Labor - Other	44.500	Hour	4.989	222.00

Total HARVEST				625.45
Interest - OC Borrowed	3186.240	Dol.	0.140	446.07
Interest - Positive Cash	-490.093	Dol.	0.000	0.00
				=====
Total VARIABLE COST				2655.20
Break-Even Price, Total Variable Cost \$ 4.21 per EACH of TREES				
GROSS INCOME minus VARIABLE COST				6794.80
FIXED COST Description		Unit		Total
=====		=====		=====
Machinery		Acre		257.98
Land		Acre		60.00
				=====
Total FIXED Cost				317.98
Break-Even Price, Total Cost \$ 4.71 per EACH of TREES				
Total of ALL Cost				2973.17
NET PROJECTED RETURNS				6476.83

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DATE	STAGE OF PRODUCTION	TYPE OF PROD.	PRODUCT NAME	NUMBER OF UNITS	WEIGHT PER HEAD	CASH NON- CASH	LANDLORD SHARE	BREAK EVEN PROD.
11/30/89	HARVEST	A	TREES	630.0000	.0000	C	.00	Y
DATE	STAGE OF PRODUCTION	TYPE OF INPUT	INPUT NAME	NUMBER OF UNITS	CASH NON- CASH	FIXED OR VARI.	LANDLORD SHARE	
02/15/86	ESTABLISHMENT	E	SEEDLINGS C. TREE	900.0000	C	V	.00	
02/15/86	ESTABLISHMENT	H	PLANTING LABOR C. TREE	10.0000	C	V	.00	
03/15/86	ESTABLISHMENT	E	PHEREMONE TRAP	2.0000	C	V	.00	
04/15/86	ESTABLISHMENT	M	DISCING-TANDEM 8 FT	1.0000			.00	
05/01/86	ESTABLISHMENT	E	PHEREMONE TRAP	2.0000	C	V	.00	
05/10/86	ESTABLISHMENT	H	CHEMICAL APPL. C. TREE	6.5000	C	V	.00	
05/10/86	ESTABLISHMENT	E	HERB, POST-EMERGE C. TREE	.3300	C	V	.00	
05/15/86	ESTABLISHMENT	M	DISCING-TANDEM 8 FT	1.0000			.00	
05/20/86	ESTABLISHMENT	E	INSECTICIDE C. TREE	.2500	C	V	.00	
05/20/86	ESTABLISHMENT	H	CHEMICAL APPL. C. TREE	1.0000	C	V	.00	
06/15/86	ESTABLISHMENT	M	DISCING-TANDEM 8 FT	1.0000			.00	
06/15/86	ESTABLISHMENT	E	PHEREMONE TRAP	2.0000	C	V	.00	
06/20/86	ESTABLISHMENT	E	INSECTICIDE C. TREE	.2500	C	V	.00	
06/20/86	ESTABLISHMENT	H	CHEMICAL APPL. C. TREE	1.0000	C	V	.00	
07/10/86	ESTABLISHMENT	E	HERB, POST-EMERGE C. TREE	.3300	C	V	.00	
07/10/86	ESTABLISHMENT	H	CHEMICAL APPL. C. TREE	6.5000	C	V	.00	
07/15/86	ESTABLISHMENT	M	DISCING-TANDEM 8 FT	1.0000			.00	
07/20/86	ESTABLISHMENT	E	INSECTICIDE C. TREE	.2500	C	V	.00	
07/20/86	ESTABLISHMENT	H	CHEMICAL APPL. C. TREE	1.8000	C	V	.00	
08/01/86	ESTABLISHMENT	E	PHEREMONE TRAP	2.0000	C	V	.00	
08/15/86	ESTABLISHMENT	M	DISCING-TANDEM 8 FT	1.0000			.00	
08/20/86	ESTABLISHMENT	E	INSECTICIDE C. TREE	.5000	C	V	.00	
08/20/86	ESTABLISHMENT	H	CHEMICAL APPL. C. TREE	2.7000	C	V	.00	
09/05/86	ESTABLISHMENT	M	DISCING OFFSET	1.0000			.00	
09/10/86	ESTABLISHMENT	M	DISCING-TANDEM 8 FT	1.0000			.00	
09/15/86	ESTABLISHMENT	M	DISCING-TANDEM 8 FT	1.0000			.00	
09/15/86	ESTABLISHMENT	E	PHEREMONE TRAP	2.0000	C	V	.00	
09/15/86	ESTABLISHMENT	M	GOPHER POISONING	1.0000			.00	
09/15/86	ESTABLISHMENT	E	POISON GRAIN	1.5000	C	V	.00	
09/20/86	ESTABLISHMENT	E	INSECTICIDE C. TREE	.5000	C	V	.00	
09/20/86	ESTABLISHMENT	H	CHEMICAL APPL. C. TREE	2.7000	C	V	.00	
09/25/86	ESTABLISHMENT	M	DISCING-TANDEM 8 FT	1.0000			.00	
11/30/86	ESTABLISHMENT	K	LAND CHARGE FORAGE	1.0000	C	F	.00	
02/15/87	SECOND YEAR	M	GOPHER POISONING	1.0000			.00	
02/15/87	SECOND YEAR	E	POISON GRAIN	1.5000	C	V	.00	
03/15/87	SECOND YEAR	E	PHEREMONE TRAP	2.0000	C	V	.00	
04/10/87	SECOND YEAR	E	HERB, POST-EMERGE C. TREE	.3300	C	V	.00	
04/10/87	SECOND YEAR	M	SPRAYING C. TREE	1.0000			.00	
04/15/87	SECOND YEAR	M	SHREDDING 2 ROW	1.0000			.00	
04/20/87	SECOND YEAR	E	INSECTICIDE C. TREE	.5000	C	V	.00	
04/20/87	SECOND YEAR	H	CHEMICAL APPL. C. TREE	2.7000	C	V	.00	
04/20/87	SECOND YEAR	E	HERB, PRE-EMERGE C. TREE	1.0000	C	V	.00	
04/20/87	SECOND YEAR	M	SPRAYING C. TREE	1.0000			.00	
05/01/87	SECOND YEAR	E	PHEREMONE TRAP	2.0000	C	V	.00	
05/15/87	SECOND YEAR	M	SHREDDING 2 ROW	1.0000			.00	
05/20/87	SECOND YEAR	E	INSECTICIDE C. TREE	.5000	C	V	.00	
05/20/87	SECOND YEAR	H	CHEMICAL APPL. C. TREE	2.7000	C	V	.00	
05/20/87	SECOND YEAR	M	SPRAYING C. TREE	1.0000			.00	
06/15/87	SECOND YEAR	M	SHREDDING 2 ROW	1.0000			.00	
06/15/87	SECOND YEAR	E	PHEREMONE TRAP	2.0000	C	V	.00	
06/20/87	SECOND YEAR	E	INSECTICIDE C. TREE	.5000	C	V	.00	
06/20/87	SECOND YEAR	H	CHEMICAL APPL. C. TREE	2.7000	C	V	.00	
06/20/87	SECOND YEAR	M	SPRAYING C. TREE	1.0000			.00	
07/10/87	SECOND YEAR	E	HERB, POST-EMERGE C. TREE	.3300	C	V	.00	
07/10/87	SECOND YEAR	M	SPRAYING C. TREE	1.0000			.00	
07/15/87	SECOND YEAR	M	SHREDDING 2 ROW	1.0000			.00	
07/20/87	SECOND YEAR	E	INSECTICIDE C. TREE	.5000	C	V	.00	
07/20/87	SECOND YEAR	H	CHEMICAL APPL. C. TREE	2.7000	C	V	.00	
07/20/87	SECOND YEAR	E	HERB, PRE-EMERGE C. TREE	1.0000	C	V	.00	
07/25/87	SECOND YEAR	H	SHEARING LABOR	12.0000	C	V	.00	
08/01/87	SECOND YEAR	E	PHEREMONE TRAP	2.0000	C	V	.00	
08/15/87	SECOND YEAR	M	SHREDDING 2 ROW	1.0000			.00	
08/20/87	SECOND YEAR	E	INSECTICIDE C. TREE	.5000	C	V	.00	
08/20/87	SECOND YEAR	H	CHEMICAL APPL. C. TREE	2.7000	C	V	.00	
08/20/87	SECOND YEAR	M	SPRAYING C. TREE	1.0000			.00	
09/15/87	SECOND YEAR	M	SHREDDING 2 ROW	1.0000			.00	
09/15/87	SECOND YEAR	E	PHEREMONE TRAP	2.0000	C	V	.00	
09/20/87	SECOND YEAR	E	INSECTICIDE C. TREE	.5000	C	V	.00	
09/20/87	SECOND YEAR	H	CHEMICAL APPL. C. TREE	2.7000	C	V	.00	
09/20/87	SECOND YEAR	M	SPRAYING C. TREE	1.0000			.00	
10/15/87	SECOND YEAR	M	SHREDDING 2 ROW	1.0000			.00	
10/20/87	SECOND YEAR	M	DISCING-TANDEM 8 FT	.1200			.00	
11/30/87	SECOND YEAR	K	LAND CHARGE FORAGE	1.0000	C	F	.00	
02/15/88	THIRD YEAR	M	GOPHER POISONING	1.0000			.00	
02/15/88	THIRD YEAR	E	POISON GRAIN	1.5000	C	V	.00	
03/15/88	THIRD YEAR	E	PHEREMONE TRAP	2.0000	C	V	.00	
04/10/88	THIRD YEAR	E	HERB, POST-EMERGE C. TREE	.3300	C	V	.00	

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04/10/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
04/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
04/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
04/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
04/20/88	THIRD YEAR	E	HERB, PRE-EMERGE	C. TREE	1.0000	C	V	.00
04/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
04/25/88	THIRD YEAR	H	SHEARING LABOR		10.2500	C	V	.00
05/01/88	THIRD YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
05/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
05/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
05/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
05/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
06/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
06/15/88	THIRD YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
06/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
06/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
06/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/10/88	THIRD YEAR	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00
07/10/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
07/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
07/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
07/20/88	THIRD YEAR	E	HERB, PRE-EMERGE	C. TREE	1.0000	C	V	.00
07/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/25/88	THIRD YEAR	H	SHEARING LABOR		15.2500	C	V	.00
08/01/88	THIRD YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
08/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
08/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
08/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
08/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
09/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
09/15/88	THIRD YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
09/20/88	THIRD YEAR	E	INSECTICIDE	C. TREE	.7500	C	V	.00
09/20/88	THIRD YEAR	H	CHEMICAL APPL.	C. TREE	2.7000	C	V	.00
09/20/88	THIRD YEAR	M	SPRAYING	C. TREE	1.0000			.00
10/15/88	THIRD YEAR	M	SHREDDING	2 ROW	1.0000			.00
10/20/88	THIRD YEAR	M	DISCING-TANDEM	8 FT	.1200			.00
11/30/88	THIRD YEAR	K	LAND CHARGE	FORAGE	1.0000	C	F	.00
02/15/89	FOURTH YEAR	M	GOPHER POISONING		1.0000			.00
02/15/89	FOURTH YEAR	E	POISON GRAIN		1.5000	C	V	.00
03/15/89	FOURTH YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
04/10/89	FOURTH YEAR	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00
04/10/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
04/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
04/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
04/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
04/20/89	FOURTH YEAR	E	HERB, PRE-EMERGE	C. TREE	1.0000	C	V	.00
04/20/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
04/25/89	FOURTH YEAR	H	SHEARING LABOR		20.0000	C	V	.00
05/01/89	FOURTH YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
05/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
05/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
05/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
05/20/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
06/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
06/15/89	FOURTH YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
06/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
06/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
06/20/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/10/89	FOURTH YEAR	E	HERB, POST-EMERGE	C. TREE	.3300	C	V	.00
07/10/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
07/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
07/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
07/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
07/20/89	FOURTH YEAR	E	HERB, PRE-EMERGE	C. TREE	1.0000	C	V	.00
07/25/89	FOURTH YEAR	H	SHEARING LABOR		15.0000	C	V	.00
08/01/89	FOURTH YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
08/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
08/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
08/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
08/20/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
09/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
09/15/89	FOURTH YEAR	E	PEREMONE TRAP		2.0000	C	V	.00
09/20/89	FOURTH YEAR	E	INSECTICIDE	C. TREE	1.2500	C	V	.00
09/20/89	FOURTH YEAR	H	CHEMICAL APPL.	C. TREE	2.7500	C	V	.00
09/20/89	FOURTH YEAR	M	SPRAYING	C. TREE	1.0000			.00
10/15/89	FOURTH YEAR	M	SHREDDING	2 ROW	1.0000	C	V	.00
10/20/89	FOURTH YEAR	M	DISCING-TANDEM	8 FT	.1200			.00
11/15/89	HARVEST	E	COLORING		6.0000	C	V	.00
11/15/89	HARVEST	H	COLORING LABOR		6.0000	C	V	.00
11/15/89	HARVEST	E	SAWS		5.0000	C	V	.00
11/15/89	HARVEST	E	ADVERTISING		630.0000	C	V	.00
11/30/89	FOURTH YEAR	K	LAND CHARGE	FORAGE	1.0000	C	F	.00
11/30/89	HARVEST	H	GRADING LABOR		2.5000	C	V	.00
11/30/89	HARVEST	H	HARVEST LABOR		36.0000	C	V	.00

Information presented is prepared solely as a general guide and is not intended to recognize or predict the costs and returns from any one particular farm or ranch operation. These projections were collected and developed by staff members of the Texas Agricultural Extension Service and approved for publication.