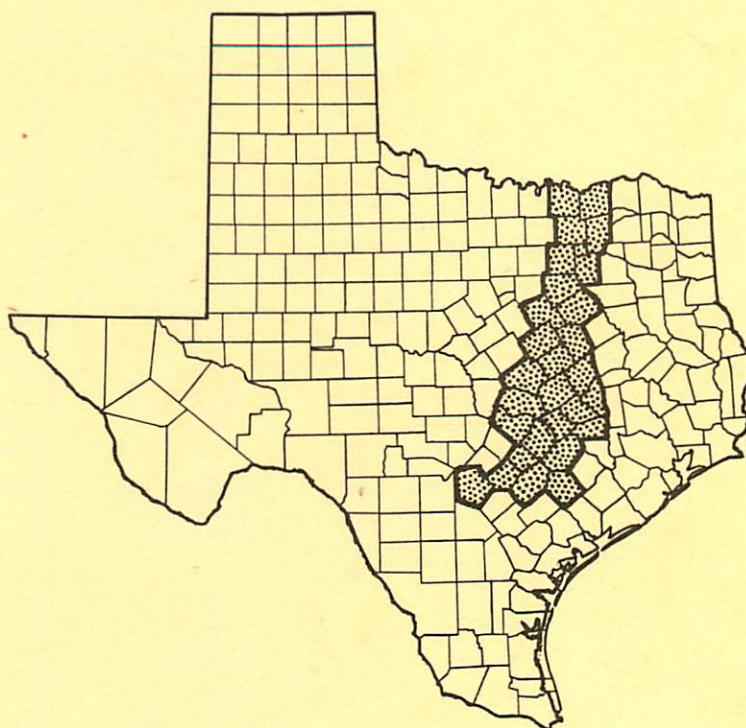




## TEXAS BLACKLAND

### FOREWORD

The enterprise budgets for Texas Blackland Region are based on estimates of yields, production input quantities, and production practices which represent the best judgment of local producers, county Extension agents-agriculture, financial institution representatives, farm machinery dealers and others knowledgeable of the area. Variation in yields, production inputs and production practices should be expected for particular farms.

Budgets for all major crops produced in the area are included for two levels of management, when applicable. Crop yields are directly related to levels of management. These differences are due largely to timing of operational practices which may not be evident in the budgets.

The machinery inventory is applicable to both typical and high level management. In some budgets custom rates, primarily harvesting, were used in lieu of the assumption that harvesting equipment was owned.

Budgets for establishing permanent type pasture grasses were prepared and used for prorating establishment costs in the respective pasture and hay budgets. Forage crops include expenses only because it is expected that the income will be derived from livestock enterprises.

Land charges were based on the customary landlord's crop share less his proportionate share of certain production and harvesting inputs. A per acre land charge was made when crop share was not used.

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TEXAS BLACKLANDS REGION

Assumed Prices Paid and Received by Farmers 1/

| Item                                      | Unit     | Price  |
|-------------------------------------------|----------|--------|
| <u>Prices paid (1977)</u>                 |          |        |
| Seed                                      |          |        |
| Cottonseed (acid delinted)                | lb.      | \$ .35 |
| Grain sorghum                             | lb.      | .43    |
| Wheat                                     | lb.      | .15    |
| Oats (typical)                            | lb.      | .09    |
| Oats (high level)                         | lb.      | .12    |
| Sudangrass                                | lb.      | .22    |
| Corn                                      | lb.      | .46    |
| Ryegrass                                  | lb.      | .25    |
| Kleingrass                                | lb. pls. | 7.25   |
| Fertilizer                                |          |        |
| Nitrogen                                  | lb.      | .20    |
| Phosphorous                               | lb.      | .15    |
| Potassium                                 | lb.      | .07    |
| Fuel and lubricants                       |          |        |
| Gasoline (bulk delivery-\$.09 tax refund) | gal.     | .41    |
| Diesel                                    | gal.     | .38    |
| Labor                                     |          |        |
| Typical management                        | hour     | 2.25   |
| High level management                     | hour     | 2.50   |
| Custom rates                              |          |        |
| Cotton stripping and hauling              | cwt.     | 1.25   |
| Combining grain sorghum (7.00 minimum)    | cwt.     | .28    |
| Hauling grain sorghum                     | cwt.     | .17    |
| Combining wheat/oats (typical)            | acre     | 6.50   |
| Combining wheat/oats (high level)         | acre     | 7.50   |
| Hauling wheat/oats                        | cwt.     | .17    |
| Combining corn                            | bu.      | .24    |
| Hauling corn                              | bu.      | .10    |
| Cut, rake and bale hay                    | bale     | .45    |
| Hauling hay                               | bale     | .20    |
| Applying herbicide/insecticide (aerial)   | acre     | 1.50   |
| Cotton ginning                            | cwt.     | 1.70   |
| Fertilizer spreader                       | acre     | 1.75   |
| Interest on operating capital             | percent  | .09    |

## BLACKLANDS

- 2 -

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| Item                          | Unit | Price  |
|-------------------------------|------|--------|
| <hr/>                         |      |        |
| <u>Prices received (1977)</u> |      |        |
| Cotton lint                   | lb.  | \$ .60 |
| Cottonseed                    | ton  | .95    |
| Grain sorghum                 | cwt. | 4.30   |
| Corn                          | bu.  | 2.60   |
| Wheat (hard wheat variety)    | bu.  | 2.95   |
| Oats                          | bu.  | 1.50   |
| Sorghum hay                   | ton  | 50.00  |
| Coastal hay                   | ton  | 50.00  |
| Oat hay                       | ton  | 50.00  |
| Kleingrass hay                | ton  | 50.00  |

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1/ These price assumptions are not to be interpreted as predictions or prospective prices.

TEXAS BLACKLANDS REGION

Estimated Machinery and Equipment Cost Per Hour of Use

| Machinery<br>Item and Size | Item<br>No. | Purchase<br>Price | Estimated<br>Years of Use | Estimated<br>Hours of Use | Fixed Costs<br>Per Hour | Variable Costs<br>Per Hour |
|----------------------------|-------------|-------------------|---------------------------|---------------------------|-------------------------|----------------------------|
| Tractor - 130 HP           | 1           | \$16,977          | 6                         | 4,200                     | \$ 4.26                 | \$ 6.19                    |
| Tractor - 100 HP           | 2           | 14,468            | 8                         | 4,800                     | 3.76                    | 4.68                       |
| Tractor - 75 HP            | 3           | 11,811            | 8                         | 6,400                     | 2.31                    | 3.16                       |
| Tractor - 40 HP            | 4           | 5,168             | 12                        | 3,600                     | 2.28                    | 2.49                       |
| Pickup - 1/2 ton           | 10          | 5,805             | 4                         | 2,800                     | 2.42                    | 3.90                       |
| Chisel - 13 feet           | 30          | 1,699             | 10                        | 1,750                     | 1.44                    | .50                        |
| Chisel - 19 feet           | 31          | 2,624             | 10                        | 1,750                     | 2.23                    | .77                        |
| Cultivator - 13 feet       | 32          | 1,350             | 10                        | 1,500                     | 1.34                    | .54                        |
| Cultivator - 19 feet       | 33          | 2,316             | 10                        | 1,500                     | 2.30                    | .92                        |
| Disc - 13 feet             | 34          | 1,699             | 10                        | 1,500                     | 1.69                    | .53                        |
| Disc - 19 feet             | 35          | 2,855             | 10                        | 1,500                     | 2.83                    | .83                        |
| Drill - 11 feet            | 36          | 2,084             | 10                        | 650                       | 4.77                    | 1.43                       |
| Herbicide appl. - 13 feet  | 38          | 386               | 10                        | 500                       | 1.15                    | .43                        |
| Herbicide appl. - 19 feet  | 39          | 463               | 10                        | 500                       | 1.38                    | .52                        |
| Lister/Bedder - 13 feet    | 40          | 1,326             | 10                        | 1,500                     | 1.35                    | .50                        |
| Lister/Bedder - 19 feet    | 41          | 1,852             | 10                        | 1,500                     | 1.84                    | .69                        |
| Planter - 13 feet          | 42          | 1,852             | 10                        | 1,000                     | 2.76                    | 1.11                       |
| Planter - 19 feet          | 43          | 2,703             | 10                        | 1,000                     | 4.02                    | 1.62                       |
| Shredder - 13 feet         | 44          | 1,764             | 10                        | 1,000                     | 2.64                    | .90                        |
| Shredder - 19 feet         | 45          | 3,674             | 8                         | 800                       | 6.13                    | 2.23                       |
| Sprayer - 25 feet          | 48          | 1,041             | 10                        | 500                       | 3.10                    | .84                        |
| Roller - 13 feet           | 54          | 176               | 10                        | 750                       | .35                     | .10                        |
| Roller - 19 feet           | 55          | 251               | 10                        | 750                       | .56                     | .15                        |

COASTAL BERMUDAGRASS ESTABLISHMENT, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

|                                   | UNIT | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST |
|-----------------------------------|------|-----------------------|----------|------------------|
| 1. GROSS RECEIPTS FROM PRODUCTION |      |                       |          | \$ -----         |
| TOTAL                             |      |                       |          | \$ 0.0           |
| 2. VARIABLE COSTS                 |      |                       |          |                  |
| PREHARVEST                        |      |                       |          | \$               |
| FERT(75-40-0)                     | ACRE | 21.00                 | 1.00     | 21.00            |
| FERTILIZER APPLI                  | ACRE | 1.75                  | 2.00     | 3.50             |
| CUSTOM SPRIGGING                  | ACRE | 24.00                 | 1.00     | 24.00            |
| HERBICIDE                         | ACRE | 2.21                  | 1.00     | 2.21             |
| MACHINERY                         | ACRE | 2.70                  | 1.00     | 2.70             |
| TRACTORS                          | ACRE | 3.01                  | 1.00     | 3.01             |
| LABOR(TRACTOR & MACHINERY)        | HOUR | 2.25                  | 1.79     | 4.02             |
| INTEREST ON OP. CAP.              | DOL. | 0.09                  | 21.44    | <u>1.93</u>      |
| SUBTOTAL, PRE-HARVEST             |      |                       |          | \$ 62.36         |
| HARVEST COSTS                     |      |                       |          | \$ -----         |
| SUBTOTAL, HARVEST                 |      |                       |          | \$ 0.0           |
| TOTAL VARIABLE COST               |      |                       |          | \$ 62.36         |
| 3. INCCME ABOVE VARIABLE COSTS    |      |                       |          | \$ -62.36        |
| 4. FIXED COSTS                    |      |                       |          | \$               |
| MACHINERY                         | ACRE | 2.32                  | 1.00     | 2.32             |
| TRACTORS                          | ACRE | 2.47                  | 1.00     | 2.47             |
| LAND (NET RENT)                   | ACRE | 5.00                  | 1.00     | <u>5.00</u>      |
| TOTAL FIXED COSTS                 |      |                       |          | \$ 9.79          |
| 5. TOTAL COSTS                    |      |                       |          | \$ 72.16         |
| 6. NET RETURNS                    |      |                       |          | \$ -72.16        |

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

COASTAL BERMUDAGRASS ESTABLISHMENT, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

| OPERATION         | ITEM NO. | DATE | TIMES OVER | LABOR HOURS      | MACHINE HOURS    | FUEL, OIL, LUB., REP. PER ACRE | FIXED COSTS PER ACRE |
|-------------------|----------|------|------------|------------------|------------------|--------------------------------|----------------------|
| CHISEL            | 2,30     | OCT  | 1.00       | 0.297            | 0.198            | 1.21                           | 1.18                 |
| PICKUP            | 10       | OCT  | 0.15       | 0.194            | 0.155            | 0.60                           | 0.38                 |
| DISK              | 2,34     | NOV  | 1.00       | 0.229            | 0.153            | 0.94                           | 0.95                 |
| PICKUP            | 10       | NOV  | 0.15       | 0.194            | 0.155            | 0.60                           | 0.38                 |
| FERT. APPLI. RENT | 3,86     | FEB  | 1.00       | 0.064            | 0.043            | 0.16                           | 0.12                 |
| PICKUP            | 10       | FEB  | 0.15       | 0.194            | 0.155            | 0.60                           | 0.38                 |
| HERBICIDE APPL.   | 4,38     | APR  | 1.00       | 0.355            | 0.237            | 0.81                           | 0.92                 |
| PICKUP            | 10       | APR  | 0.15       | 0.194            | 0.155            | 0.60                           | 0.38                 |
| FERT. APPLI. RENT | 3,86     | AUG  | 1.00       | <del>0.064</del> | <del>0.043</del> | <del>0.16</del>                | <del>0.12</del>      |
| TOTALS            |          |      |            | 1.786            | 1.294            | 5.71                           | 4.79                 |

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

BUDGET IDENTIFICATION NUMBER--- 8340150021500 0  
ANNUAL CAPITAL MONTH 8

COASTAL BERMUDAGRASS ESTABLISHMENT, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

|                                          | UNIT  | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST         |
|------------------------------------------|-------|-----------------------|----------|--------------------------|
| <b>1. GROSS RECEIPTS FROM PRODUCTION</b> |       |                       |          |                          |
| HAY                                      | TON   | 50.00                 | 1.00     | \$                       |
| TOTAL                                    |       |                       |          | <u>50.00</u><br>\$ 50.00 |
| <b>2. VARIABLE COSTS</b>                 |       |                       |          |                          |
| PREHARVEST                               |       |                       |          |                          |
| FERT(100-60-0)                           | ACRE  | 29.00                 | 1.00     | \$ 29.00                 |
| FERTILIZER APPLI                         | ACRE  | 1.75                  | 2.00     | 3.50                     |
| CUSTOM SPRIGGING                         | ACRE  | 26.50                 | 1.00     | 26.50                    |
| HERB. PREMERGE                           | ACRE  | 2.81                  | 1.00     | 2.81                     |
| MACHINERY                                | ACRE  | 3.06                  | 1.00     | 3.06                     |
| TRACTORS                                 | ACRE  | 4.14                  | 1.00     | 4.14                     |
| LABOR(TRACTOR & MACHINERY)               | HOURL | 2.50                  | 1.90     | 4.75                     |
| INTEREST ON OP. CAP.                     | DOL.  | 0.09                  | 28.63    | <u>2.58</u>              |
| SUBTOTAL, PRE-HARVEST                    |       |                       |          | \$ 76.34                 |
| HARVEST COSTS                            |       |                       |          |                          |
| CUSTOM BALING                            | BALE  | 0.45                  | 33.00    | 14.85                    |
| CUSTOM HAUL                              | BALE  | 0.20                  | 33.00    | <u>6.60</u>              |
| SUBTOTAL, HARVEST                        |       |                       |          | \$ 21.45                 |
| TOTAL VARIABLE COST                      |       |                       |          | \$ 97.79                 |
| <b>3. INCOME ABOVE VARIABLE COSTS</b>    |       |                       |          | \$ -47.79                |
| <b>4. FIXED COSTS</b>                    |       |                       |          |                          |
| MACHINERY                                | ACRE  | 3.30                  | 1.00     | \$ 3.30                  |
| TRACTORS                                 | ACRE  | 3.05                  | 1.00     | 3.05                     |
| LAND (NET RENT)                          | ACRE  | 5.00                  | 1.00     | <u>5.00</u>              |
| TOTAL FIXED COSTS                        |       |                       |          | \$ 11.35                 |
| <b>5. TOTAL COSTS</b>                    |       |                       |          | \$ 109.14                |
| <b>6. NET RETURNS</b>                    |       |                       |          | \$ -59.14                |

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

COASTAL BERMUDAGRASS ESTABLISHMENT, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

| OPERATION         | ITEM NO. | DATE | TIMES OVER | LABOR HOURS      | MACHINE HOURS    | FUEL, OIL, LUB., REP. PER ACRE | FIXED COSTS PER ACRE |
|-------------------|----------|------|------------|------------------|------------------|--------------------------------|----------------------|
| PICKUP            | 10       | SEPT | 0.09       | 0.112            | 0.090            | 0.35                           | 0.22                 |
| SHREDDER          | 2,45     | OCT  | 1.00       | 0.161            | 0.107            | 0.84                           | 1.14                 |
| CHISEL            | 1,31     | OCT  | 1.00       | 0.204            | 0.136            | 1.11                           | 1.00                 |
| PICKUP            | 10       | OCT  | 0.09       | 0.112            | 0.090            | 0.35                           | 0.22                 |
| DISK              | 1,35     | NOV  | 1.00       | 0.157            | 0.105            | 0.86                           | 0.83                 |
| PICKUP            | 10       | NOV  | 0.09       | 0.112            | 0.090            | 0.35                           | 0.22                 |
| DISK              | 1,35     | JAN  | 1.00       | 0.157            | 0.105            | 0.86                           | 0.83                 |
| PICKUP            | 10       | JAN  | 0.09       | 0.112            | 0.090            | 0.35                           | 0.22                 |
| FERT. APPLI. RENT | 3,86     | FEB  | 1.00       | 0.064            | 0.043            | 0.16                           | 0.12                 |
| HERBICIDE APPL.   | 4,39     | FEB  | 1.00       | 0.243            | 0.162            | 0.57                           | 0.67                 |
| PICKUP            | 10       | FEB  | 0.09       | 0.112            | 0.090            | 0.35                           | 0.22                 |
| PICKUP            | 10       | MAR  | 0.09       | 0.112            | 0.090            | 0.35                           | 0.22                 |
| FERT. APPLI. RENT | 3,86     | APR  | 1.00       | 0.064            | 0.043            | 0.16                           | 0.12                 |
| PICKUP            | 10       | MAY  | 0.09       | 0.112            | 0.090            | 0.35                           | 0.22                 |
| FERT. APPLI. RENT | 3,86     | AUG  | 1.00       | <del>0.064</del> | <del>0.043</del> | <del>0.16</del>                | <del>0.12</del>      |
| TOTALS            |          |      |            | 1.902            | 1.373            | 7.20                           | 6.35                 |

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

BUDGET IDENTIFICATION NUMBER--- 8340150011500 0  
ANNUAL CAPITAL MONTH 8

COASTAL BERMUDAGRASS HAY, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

|                                    | UNIT | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST |
|------------------------------------|------|-----------------------|----------|------------------|
| 1. GROSS RECEIPTS FROM PRODUCTION  |      |                       |          | \$               |
| HAY                                | TON  | 50.00                 | 3.00     | <u>150.00</u>    |
| TOTAL                              |      |                       |          | \$ 150.00        |
| 2. VARIABLE COSTS                  |      |                       |          |                  |
| PREHARVEST                         |      |                       |          | \$               |
| FERT(80-40-0)                      | ACRE | 22.00                 | 1.00     | 22.00            |
| FERTILIZER APPLI                   | ACRE | 1.75                  | 2.00     | 3.50             |
| HERBICIDE                          | ACRE | 1.11                  | 1.00     | 1.11             |
| MACHINERY                          | ACRE | 2.05                  | 1.00     | 2.05             |
| TRACTORS                           | ACRE | 1.03                  | 1.00     | 1.03             |
| LABOR(TRACTOR & MACHINERY)         | HOUR | 2.25                  | 1.11     | 2.50             |
| INTEREST ON OP. CAP.               | DOL. | 0.09                  | 13.29    | <u>1.20</u>      |
| SUBTOTAL, PRE-HARVEST              |      |                       |          | \$ 33.39         |
| HARVEST COSTS                      |      |                       |          | \$               |
| CUSTOM BALING                      | BALE | 0.45                  | 100.00   | 45.00            |
| CUSTOM HAUL                        | BALE | 0.20                  | 100.00   | <u>20.00</u>     |
| SUBTOTAL, HARVEST                  |      |                       |          | \$ 65.00         |
| TOTAL VARIABLE CCST                |      |                       |          | \$ 98.39         |
| 3. BREAKEVEN PRICE, VARIABLE COSTS | TON  |                       |          | 32.795           |
| 4. FIXED COSTS                     |      |                       |          | \$               |
| MACHINERY                          | ACRE | 1.48                  | 1.00     | 1.48             |
| TRACTORS                           | ACRE | 0.89                  | 1.00     | 0.89             |
| PRORATED ESTAB. COST               | ACRE | 72.16                 | 0.07     | 5.05             |
| LAND (NET RENT)                    | ACRE | 10.00                 | 1.00     | <u>10.00</u>     |
| TOTAL FIXED COSTS                  |      |                       |          | \$ 17.42         |
| 5. TOTAL COSTS                     |      |                       |          | \$ 115.81        |
| 6. BREAKEVEN PRICE, TOTAL COSTS    | TON  |                       |          | 38.602           |

ESTABLISHMENT COST PRORATED OVER 15 YEARS. HERBICIDE AT \$2.21/ACRE  
EVERY OTHER YEAR.

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

COASTAL BERMUDAGRASS HAY, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

| OPERATION         | ITEM NO. | DATE | TIMES OVER | LABOR HOURS      | MACHINE HOURS    | FUEL, OIL, LUB., REP. PER ACRE | FIXED COSTS PER ACRE |
|-------------------|----------|------|------------|------------------|------------------|--------------------------------|----------------------|
| FERT. APPLI. RENT | 3,86     | FEB  | 1.00       | 0.064            | 0.043            | 0.16                           | 0.12                 |
| PICKUP            | 10       | FEB  | 0.10       | 0.125            | 0.100            | 0.39                           | 0.24                 |
| HERBICIDE APPL.   | 4,38     | APR  | 1.00       | 0.355            | 0.237            | 0.81                           | 1.92                 |
| PICKUP            | 10       | APR  | 0.10       | 0.125            | 0.100            | 0.39                           | 0.24                 |
| FERT. APPLI. RENT | 3,86     | MAY  | 1.00       | 0.064            | 0.043            | 0.16                           | 0.12                 |
| PICKUP            | 10       | MAY  | 0.10       | 0.125            | 0.100            | 0.39                           | 0.24                 |
| PICKUP            | 10       | JUNE | 0.10       | 0.125            | 0.100            | 0.39                           | 0.24                 |
| PICKUP            | 10       | AUG  | 0.10       | <del>0.125</del> | <del>0.100</del> | <del>0.39</del>                | <del>0.24</del>      |
| TOTALS            |          |      |            | 1.109            | 0.823            | 3.08                           | 2.37                 |

ESTABLISHMENT COST PRORATED OVER 15 YEARS. HERBICIDE AT \$2.21/ACRE EVERY OTHER YEAR.

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

BUDGET IDENTIFICATION NUMBER--- 8360150021500 0  
ANNUAL CAPITAL MONTH 9

COASTAL BERMUDAGRASS HAY, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

|                                    | UNIT | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST |
|------------------------------------|------|-----------------------|----------|------------------|
| 1. GROSS RECEIPTS FROM PRODUCTION  |      |                       |          | \$               |
| HAY                                | TON  | 50.00                 | 4.50     | <u>225.00</u>    |
| TOTAL                              |      |                       |          | \$ 225.00        |
| 2. VARIABLE COSTS                  |      |                       |          | \$               |
| PREHARVEST                         |      |                       |          |                  |
| FERT(180-40-0)                     | ACRE | 42.00                 | 1.00     | 42.00            |
| FERTILIZER APPLI                   | ACRE | 1.75                  | 3.00     | 5.25             |
| HERBICIDE                          | ACRE | 2.21                  | 1.00     | 2.21             |
| INSECTICIDE                        | ACRE | 2.43                  | 1.00     | 2.43             |
| MACHINERY                          | ACRE | 2.54                  | 1.00     | 2.54             |
| TRACTORS                           | ACRE | 1.38                  | 1.00     | 1.38             |
| LABOR(TRACTOR & MACHINERY)         | HOUR | 2.50                  | 1.39     | 3.48             |
| INTEREST ON OP. CAP.               | DOL. | 0.09                  | 18.58    | <u>1.67</u>      |
| SUBTOTAL, PRE-HARVEST              |      |                       |          | \$ 60.97         |
| HARVEST COSTS                      |      |                       |          | \$               |
| CUSTOM BALING                      | BALE | 0.45                  | 150.00   | 67.50            |
| CUSTOM HAUL                        | BALE | 0.20                  | 150.00   | <u>30.00</u>     |
| SUBTOTAL, HARVEST                  |      |                       |          | \$ 97.50         |
| TOTAL VARIABLE COST                |      |                       |          | \$ 158.47        |
| 3. BREAKEVEN PRICE, VARIABLE COSTS | TON  |                       |          | 35.215           |
| 4. FIXED COSTS                     |      |                       |          | \$               |
| MACHINERY                          | ACRE | 2.10                  | 1.00     | 2.10             |
| TRACTORS                           | ACRE | 1.18                  | 1.00     | 1.18             |
| PRORATED ESTAB. COST               | ACRE | 59.14                 | 0.07     | 4.14             |
| LAND (NET RENT)                    | ACRE | 10.00                 | 1.00     | <u>10.00</u>     |
| TOTAL FIXED COSTS                  |      |                       |          | \$ 17.42         |
| 5. TOTAL COSTS                     |      |                       |          | \$ 175.89        |
| 6. BREAKEVEN PRICE, TOTAL COSTS    | TON  |                       |          | 39.086           |

ESTABLISHMENT COST PRORATED OVER 15 YEARS.  
PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

COASTAL BERMUDAGRASS HAY, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

| OPERATION         | ITEM NO. | DATE | TIMES OVER | LABOR HOURS      | MACHINE HOURS    | FUEL, OIL, LUB., REP. PER ACRE | FIXED COSTS PER ACRE |
|-------------------|----------|------|------------|------------------|------------------|--------------------------------|----------------------|
| PICKUP            | 10       | FEB  | 0.10       | 0.125            | 0.100            | 0.39                           | 0.24                 |
| FERT. APPLI. RENT | 3.86     | MAR  | 1.00       | 0.064            | 0.043            | 0.16                           | 0.12                 |
| HERBICIDE APPL.   | 4.39     | APR  | 1.00       | 0.243            | 0.162            | 0.57                           | 0.67                 |
| FERT. APPLI. RENT | 3.86     | MAY  | 1.00       | 0.064            | 0.043            | 0.16                           | 0.12                 |
| PICKUP            | 10       | MAY  | 0.10       | 0.125            | 0.100            | 0.39                           | 0.24                 |
| PICKUP            | 10       | JUNE | 0.10       | 0.125            | 0.100            | 0.39                           | 0.24                 |
| PICKUP            | 10       | JULY | 0.10       | 0.125            | 0.100            | 0.39                           | 0.24                 |
| SPRAYER           | 4.48     | AUG  | 1.00       | 0.206            | 0.137            | 0.53                           | 0.80                 |
| FERT. APPLI. RENT | 3.86     | AUG  | 1.00       | 0.064            | 0.043            | 0.16                           | 0.12                 |
| PICKUP            | 10       | AUG  | 0.10       | 0.125            | 0.100            | 0.39                           | 0.24                 |
| PICKUP            | 10       | SEPT | 0.10       | <del>0.125</del> | <del>0.100</del> | <del>0.39</del>                | <del>0.24</del>      |
| TOTALS            |          |      |            | 1.393            | 1.028            | 3.92                           | 3.28                 |

ESTABLISHMENT COST PRORATED OVER 15 YEARS.  
PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

BUDGET IDENTIFICATION NUMBER--- 8360150011500 0  
ANNUAL CAPITAL MONTH 9

COASTAL BERMUDAGRASS PASTURE, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

|                                            | UNIT  | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST   |
|--------------------------------------------|-------|-----------------------|----------|--------------------|
| 1. GROSS RECEIPTS FROM PRODUCTION<br>TOTAL |       |                       |          | \$ -----<br>\$ 0.0 |
| 2. VARIABLE COSTS                          |       |                       |          |                    |
| PREHARVEST                                 |       |                       |          | \$                 |
| FERT(60-40-0)                              | ACRE  | 18.00                 | 1.00     | 18.00              |
| FERTILIZER APPLI                           | ACRE  | 1.75                  | 1.00     | 1.75               |
| HERBICIDE                                  | ACRE  | 1.11                  | 1.00     | 1.11               |
| MACHINEFY                                  | ACRE  | 2.44                  | 1.00     | 2.44               |
| TRACTORS                                   | ACRE  | 0.87                  | 1.00     | 0.87               |
| LABOR(TRACTOR & MACHINERY)                 | HOURL | 2.25                  | 1.17     | 2.63               |
| INTEREST CN OP. CAP.                       | DOL.  | 0.09                  | 13.39    | <u>1.21</u>        |
| SUBTOTAL, PRE-HARVEST                      |       |                       |          | \$ 28.01           |
| HARVEST COSTS                              |       |                       |          | \$ -----           |
| SUBTOTAL, HARVEST                          |       |                       |          | \$ 0.0             |
| TOTAL VARIABLE COST                        |       |                       |          | \$ 28.01           |
| 3. INCOME ABOVE VARIABLE COSTS             |       |                       |          | \$ -28.01          |
| 4. FIXED COSTS                             |       |                       |          | \$                 |
| MACHINERY                                  | ACRE  | 1.73                  | 1.00     | 1.73               |
| TRACTORS                                   | ACRE  | 0.77                  | 1.00     | 0.77               |
| PRORATED ESTAB. COST                       | ACRE  | 72.16                 | 0.07     | 5.05               |
| LAND (NET RENT)                            | ACRE  | 10.00                 | 1.00     | <u>10.00</u>       |
| TOTAL FIXED COSTS                          |       |                       |          | \$ 17.55           |
| 5. TOTAL COSTS                             |       |                       |          | \$ 45.55           |
| 6. NET RETURNS                             |       |                       |          | \$ -45.55          |

ESTABLISHMENT COST PROPATED OVER 15 YEARS. HERBICIDE AT \$2.21/ACRE  
EVERY OTHER YEAR.

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

COASTAL BERMUDAGRASS PASTURE, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

| OPERATION         | ITEM NO. | DATE | TIMES OVER | LABOR HOURS | MACHINE HOURS | FUEL, OIL, LUB., REP. PER ACRE | FIXED COSTS PER ACRE |
|-------------------|----------|------|------------|-------------|---------------|--------------------------------|----------------------|
| PICKUP            | 10       | NOV  | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| PICKUP            | 10       | JAN  | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| FERT. APPLI. RENT | 3.86     | FEB  | 1.00       | 0.064       | 0.043         | 0.16                           | 0.12                 |
| PICKUP            | 10       | MAR  | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| HERBICIDE APPL.   | 4.38     | APR  | 1.00       | 0.355       | 0.237         | 0.81                           | 0.92                 |
| PICKUP            | 10       | MAY  | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| PICKUP            | 10       | JULY | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| PICKUP            | 10       | SEPT | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| TOTALS            |          |      |            | 1.170       | 0.880         | 3.31                           | 2.49                 |

ESTABLISHMENT COST PRORATED OVER 15 YEARS. HERBICIDE AT \$2.21/ACRE  
EVERY OTHER YEAR.

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

BUDGET IDENTIFICATION NUMBER--- 8350150021500 0  
ANNUAL CAPITAL MCNTH 9

COASTAL BERMUDAGRASS PASTURE, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

|                                   | UNIT  | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST |
|-----------------------------------|-------|-----------------------|----------|------------------|
| 1. GROSS RECEIPTS FROM PRODUCTION |       |                       |          | \$ -----         |
| TOTAL                             |       |                       |          | \$ 0.0           |
| 2. VARIABLE COSTS                 |       |                       |          |                  |
| PREHARVEST                        |       |                       |          | \$               |
| FERT(100-40-0)                    | ACRE  | 26.00                 | 1.00     | 26.00            |
| FERTILIZER APPLI                  | ACRE  | 1.75                  | 2.00     | 3.50             |
| HERBICIDE                         | ACRE  | 2.21                  | 1.00     | 2.21             |
| INSECTICIDE                       | ACRE  | 2.43                  | 1.00     | 2.43             |
| MACHINERY                         | ACRE  | 2.30                  | 1.00     | 2.30             |
| TRACTORS                          | ACRE  | 1.38                  | 1.00     | 1.38             |
| LABOR(TRACTOR & MACHINERY)        | HOURL | 2.50                  | 1.32     | 3.29             |
| INTEREST ON OP. CAP.              | DOL.  | 0.09                  | 13.06    | 1.18             |
| SUBTOTAL, PRE-HARVEST             |       |                       |          | \$ 42.30         |
| HARVEST COSTS                     |       |                       |          | \$ -----         |
| SUBTOTAL, HARVEST                 |       |                       |          | \$ 0.0           |
| TOTAL VARIABLE COST               |       |                       |          | \$ 42.30         |
| 3. INCOME ABOVE VARIABLE COSTS    |       |                       |          | \$ -42.30        |
| 4. FIXED COSTS                    |       |                       |          | \$               |
| MACHINERY                         | ACRE  | 1.96                  | 1.00     | 1.96             |
| TRACTORS                          | ACRE  | 1.18                  | 1.00     | 1.18             |
| PRORATED ESTAB. COST              | ACRE  | 59.14                 | 0.07     | 4.14             |
| LAND (NET RENT)                   | ACRE  | 10.00                 | 1.00     | 10.00            |
| TOTAL FIXED COSTS                 |       |                       |          | \$ 17.27         |
| 5. TOTAL COSTS                    |       |                       |          | \$ 59.57         |
| 6. NET RETURNS                    |       |                       |          | \$ -59.57        |

ESTABLISHMENT COST PRORATED OVER 15 YEARS.  
PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

COASTAL BERMUDAGRASS PASTURE, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

| OPERATION         | ITEM NO. | DATE | TIMES OVER | LABOR HOURS | MACHINE HOURS | FUEL, OIL, LUB., REP. PER ACRE | FIXED COSTS PER ACRE |
|-------------------|----------|------|------------|-------------|---------------|--------------------------------|----------------------|
| PICKUP            | 10       | NOV  | 0.09       | 0.112       | 0.090         | 0.35                           | 0.22                 |
| PICKUP            | 10       | FEB  | 0.09       | 0.112       | 0.090         | 0.35                           | 0.22                 |
| FERT. APPLI. RENT | 3.86     | MAR  | 1.00       | 0.064       | 0.043         | 0.16                           | 0.12                 |
| HERBICIDE APPL.   | 4.39     | APR  | 1.00       | 0.243       | 0.162         | 0.57                           | 0.67                 |
| PICKUP            | 10       | APR  | 0.09       | 0.112       | 0.090         | 0.35                           | 0.22                 |
| PICKUP            | 10       | MAY  | 0.09       | 0.112       | 0.090         | 0.35                           | 0.22                 |
| FERT. APPLI. RENT | 3.86     | JUNE | 1.00       | 0.064       | 0.043         | 0.16                           | 0.12                 |
| PICKUP            | 10       | JULY | 0.09       | 0.112       | 0.090         | 0.35                           | 0.22                 |
| SPRAYER           | 4.48     | AUG  | 1.00       | 0.206       | 0.137         | 0.53                           | 0.80                 |
| FERT. APPLI. RENT | 3.86     | AUG  | 1.00       | 0.064       | 0.043         | 0.16                           | 0.12                 |
| PICKUP            | 10       | SEPT | 0.09       | 0.112       | 0.090         | 0.35                           | 0.22                 |
| TOTALS            |          |      |            | 1.318       | 0.968         | 3.69                           | 3.14                 |

ESTABLISHMENT COST PRORATED OVER 15 YEARS.  
PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

BUDGET IDENTIFICATION NUMBER--- 8350150011500 0  
ANNUAL CAPITAL MONTH 9

CCRN, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

|                                    | UNIT | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST |
|------------------------------------|------|-----------------------|----------|------------------|
| 1. GROSS RECEIPTS FROM PRODUCTION  |      |                       |          | \$               |
| CORN                               | BU.  | 2.60                  | 45.00    | <u>117.00</u>    |
| TOTAL                              |      |                       |          | \$ 117.00        |
| 2. VARIABLE COSTS                  |      |                       |          | \$               |
| PREHARVEST                         |      |                       |          |                  |
| FERT(60-40-0)                      | ACRE | 18.00                 | 1.00     | 18.00            |
| FERTILIZER APPLI                   | ACRE | 1.75                  | 1.00     | 1.75             |
| SEED                               | LBS. | 0.46                  | 8.00     | 3.68             |
| HERBICIDE                          | ACRE | 3.55                  | 1.00     | 3.55             |
| MACHINERY                          | ACRE | 3.50                  | 1.00     | 3.50             |
| TRACTORS                           | ACRE | 7.11                  | 1.00     | 7.11             |
| LABOR(TRACTOR & MACHINERY)         | HOOR | 2.25                  | 3.42     | 7.69             |
| INTEREST ON OP. CAP.               | DOL. | 0.09                  | 21.66    | <u>1.95</u>      |
| SUBTOTAL, PRE-HARVEST              |      |                       |          | \$ 47.23         |
| HARVEST COSTS                      |      |                       |          | \$               |
| CUSTOM PICKING                     | BU.  | 0.24                  | 45.00    | 10.80            |
| CUSTOM HAUL                        | BU.  | 0.10                  | 45.00    | <u>4.50</u>      |
| SUBTOTAL, HARVEST                  |      |                       |          | \$ 15.30         |
| TOTAL VARIABLE COST                |      |                       |          | \$ 62.53         |
| 3. BREAKEVEN PRICE, VARIABLE COSTS | BU.  |                       |          | 1.389            |
| 4. FIXED COSTS                     |      |                       |          | \$               |
| MACHINERY                          | ACRE | 4.57                  | 1.00     | 4.57             |
| TRACTORS                           | ACRE | 5.53                  | 1.00     | 5.53             |
| LAND (NET RENT)                    | ACRE | 27.62                 | 1.00     | <u>27.62</u>     |
| TOTAL FIXED COSTS                  |      |                       |          | \$ 37.71         |
| 5. TOTAL COSTS                     |      |                       |          | \$ 100.24        |
| 6. BREAKEVEN PRICE, TOTAL COSTS    | BU.  |                       |          | 2.228            |

CORN IS ROTATED AFTER COTTON. LAND RENT BASED ON LANDLORDS SHARE OF  
1/3 OF GROSS INCOME LESS 1/3 OF FERTILIZER, HARVEST AND HAUL.

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

CORN, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

| OPERATION         | ITEM NO. | DATE | TIMES OVER | LABOR HOURS | MACHINE HOURS | FUEL, OIL, LUB., REP. PER ACRE | FIXED COSTS PER ACRE |
|-------------------|----------|------|------------|-------------|---------------|--------------------------------|----------------------|
| PICKUP            | 10       | SEPT | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| CHISEL            | 2.30     | OCT  | 1.00       | 0.297       | 0.198         | 1.21                           | 1.18                 |
| DISK              | 2.34     | OCT  | 1.00       | 0.229       | 0.153         | 0.94                           | 0.95                 |
| LISTER/BEDDER     | 3.40     | OCT  | 1.00       | 0.284       | 0.189         | 0.81                           | 0.77                 |
| PICKUP            | 10       | DEC  | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| FERT. APPLI. RENT | 3.86     | DEC  | 1.00       | 0.064       | 0.043         | 0.16                           | 0.12                 |
| LISTER/BEDDER     | 3.40     | DEC  | 1.00       | 0.284       | 0.189         | 0.81                           | 0.77                 |
| PICKUP            | 10       | MAR  | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| PLANTER           | 3.42     | MAR  | 1.20       | 0.426       | 0.284         | 1.39                           | 1.57                 |
| CULTIVATOR        | 32       | MAR  | 1.00       | 0.0         | 0.209         | 0.11                           | 0.28                 |
| ROLLER            | 4.54     | MAR  | 1.00       | 0.179       | 0.119         | 0.37                           | 0.37                 |
| HERBICIDE APPL.   | 4.38     | MAR  | 1.00       | 0.355       | 0.237         | 0.81                           | 0.92                 |
| PICKUP            | 10       | APR  | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| CULTIVATOR        | 3.32     | APR  | 1.00       | 0.313       | 0.209         | 0.90                           | 0.86                 |
| PICKUP            | 10       | JULY | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| PICKUP            | 10       | AUG  | 0.10       | 0.125       | 0.100         | 0.39                           | 0.24                 |
| SHREDDER          | 3.44     | AUG  | 1.00       | 0.235       | 0.157         | 0.74                           | 0.85                 |
| TOTALS            |          |      |            | 3.418       | 2.588         | 10.61                          | 10.09                |

CORN IS ROTATED AFTER COTTON. LAND RENT BASED ON LANDLORDS SHARE OF  
1/3 OF GROSS INCOME LESS 1/3 OF FERTILIZER, HARVEST AND Haul.

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

BUDGET IDENTIFICATION NUMBER--- 72 0150021500 0  
ANNUAL CAPITAL MONTH 8

CORN, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

|                                     | UNIT  | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST |
|-------------------------------------|-------|-----------------------|----------|------------------|
| 1. GROSS RECEIPTS FROM PRODUCTION   |       |                       |          | \$               |
| CORN                                | BU.   | 2.60                  | 70.00    | <u>182.00</u>    |
| TOTAL                               |       |                       |          | \$ 182.00        |
| 2. VARIABLE COSTS                   |       |                       |          | \$               |
| PREHARVEST                          |       |                       |          |                  |
| FERT(100-60-0)                      | ACRE  | 29.00                 | 1.00     | 29.00            |
| FERTILIZER APPLI                    | ACRE  | 1.75                  | 1.00     | 1.75             |
| SEED                                | LBS.  | 0.46                  | 8.00     | 3.68             |
| HERBICIDE                           | ACRE  | 3.55                  | 1.00     | 3.55             |
| MACHINERY                           | ACRE  | 3.70                  | 1.00     | 3.70             |
| TRACTORS                            | ACRE  | 8.06                  | 1.00     | 8.06             |
| LABOR(TRACTOR & MACHINERY)          | HOURL | 2.50                  | 3.01     | 7.52             |
| INTEREST ON OP. CAP.                | DOL.  | 0.09                  | 29.83    | <u>2.68</u>      |
| SUBTOTAL, PRE-HARVEST               |       |                       |          | \$ 59.96         |
| HARVEST COSTS                       |       |                       |          | \$               |
| CUSTOM PICKING                      | BU.   | 0.24                  | 70.00    | 16.80            |
| CUSTOM HAUL                         | BU.   | 0.10                  | 70.00    | <u>7.00</u>      |
| SUBTOTAL, HARVEST                   |       |                       |          | \$ 23.80         |
| TOTAL VARIABLE COST                 |       |                       |          | \$ 83.76         |
| 3. BREAK-EVEN PRICE, VARIABLE COSTS | BU.   |                       |          | 1.197            |
| 4. FIXED COSTS                      |       |                       |          | \$               |
| MACHINERY                           | ACRE  | 5.16                  | 1.00     | 5.16             |
| TRACTORS                            | ACRE  | 6.08                  | 1.00     | 6.08             |
| LAND (NET RENT)                     | ACRE  | 42.06                 | 1.00     | <u>42.06</u>     |
| TOTAL FIXED COSTS                   |       |                       |          | \$ 53.30         |
| 5. TOTAL COSTS                      |       |                       |          | \$ 137.06        |
| 6. BREAK-EVEN PRICE, TOTAL COSTS    | BU.   |                       |          | 1.958            |

CORN IS ROTATED AFTER COTTON. LAND RENT BASED ON LANDLORDS SHARE  
OF 1/3 OF GROSS INCOME LESS 1/3 OF FERTILIZER, HARVEST AND HAUL.  
PREPARED BY DON PARKS, TAFX, BRYAN, TEXAS PROJECTED 1977

CCRN, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

| OPERATION         | ITEM NO. | DATE | TIMES OVER | LABOR HOURS  | MACHINE HOURS | FUEL, OIL, LUB., REP. PER ACRE | FIXED COSTS PER ACRE |
|-------------------|----------|------|------------|--------------|---------------|--------------------------------|----------------------|
| PICKUP            | 10       | SEPT | 0.10       | 0.125        | 0.100         | 0.39                           | 0.24                 |
| CHISEL            | 1.31     | OCT  | 2.00       | 0.407        | 0.271         | 2.22                           | 1.99                 |
| DISK              | 1.35     | OCT  | 1.00       | 0.157        | 0.105         | 0.86                           | 0.83                 |
| LISTER/BEDDER     | 2.41     | OCT  | 1.00       | 0.194        | 0.130         | 0.82                           | 0.82                 |
| PICKUP            | 10       | DEC  | 0.10       | 0.125        | 0.100         | 0.39                           | 0.24                 |
| FERT. APPL., RENT | 4.86     | DEC  | 1.00       | 0.064        | 0.043         | 0.13                           | 0.12                 |
| LISTER/BEDDER     | 2.41     | DEC  | 1.00       | 0.194        | 0.130         | 0.82                           | 0.82                 |
| PICKUP            | 10       | MAR  | 0.10       | 0.125        | 0.100         | 0.39                           | 0.24                 |
| PLANTER           | 2.43     | MAR  | 1.20       | 0.292        | 0.194         | 1.41                           | 1.66                 |
| CULTIVATOR        | 33       | MAR  | 1.00       | 0.0          | 0.143         | 0.13                           | 0.33                 |
| ROLLER            | 4.55     | MAR  | 1.00       | 0.122        | 0.082         | 0.26                           | 0.26                 |
| HERBICIDE APPL.   | 4.39     | MAR  | 1.00       | 0.243        | 0.162         | 0.57                           | 0.67                 |
| CULTIVATOR        | 3.33     | MAR  | 1.00       | 0.214        | 0.143         | 0.67                           | 0.72                 |
| PICKUP            | 10       | APR  | 0.10       | 0.125        | 0.100         | 0.39                           | 0.24                 |
| CULTIVATOR        | 3.33     | APR  | 1.00       | 0.214        | 0.143         | 0.67                           | 0.72                 |
| PICKUP            | 10       | JULY | 0.10       | 0.125        | 0.100         | 0.39                           | 0.24                 |
| PICKUP            | 10       | AUG  | 0.10       | 0.125        | 0.100         | 0.39                           | 0.24                 |
| DISK              | 1.35     | AUG  | 1.00       | <u>0.157</u> | <u>0.105</u>  | <u>0.86</u>                    | <u>0.83</u>          |

TOTALS

3.010

2.249

11.77

11.24

CORN IS ROTATED AFTER COTTON. LAND RENT BASED ON LANDLORDS SHARE  
OF 1/3 OF GROSS INCOME LESS 1/3 OF FERTILIZER, HARVEST AND HAUL.  
PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS PROJECTED 1977

BUDGET IDENTIFICATION NUMBER--- 72 0150011500 0  
ANNUAL CAPITAL MONTH 8

COTTON, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

|                                          | UNIT | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST |
|------------------------------------------|------|-----------------------|----------|------------------|
| <b>1. GROSS RECEIPTS FROM PRODUCTION</b> |      |                       |          |                  |
| COTTON LINT                              | LBS. | 0.60                  | 300.00   | \$ 180.00        |
| COTTONSEED                               | TON  | 95.00                 | 0.24     | <u>22.80</u>     |
| TOTAL                                    |      |                       |          | \$ 202.80        |
| <b>2. VARIABLE COSTS</b>                 |      |                       |          |                  |
| <b>PREHARVEST</b>                        |      |                       |          |                  |
| FERT.(32-40-0)                           | ACRE | 12.40                 | 1.00     | \$ 12.40         |
| FERTILIZER APPLI                         | ACRE | 1.75                  | 1.00     | 1.75             |
| SEED                                     | LBS. | 0.35                  | 21.60    | 7.56             |
| HERBICIDE                                | ACRE | 7.13                  | 1.00     | 7.13             |
| HOEING                                   | ACRE | 2.25                  | 1.00     | 2.25             |
| INSECTICIDE                              | ACRE | 2.22                  | 6.00     | 13.32            |
| MACHINERY                                | ACRE | 6.83                  | 1.00     | 6.83             |
| TRACTORS                                 | ACRE | 12.36                 | 1.00     | 12.36            |
| LABOR(TRACTOR & MACHINERY)               | HOOR | 2.25                  | 6.22     | 14.00            |
| INTEREST ON OP. CAP.                     | DOL. | 0.09                  | 30.70    | <u>2.76</u>      |
| SUBTOTAL, PRE-HARVEST                    |      |                       |          | \$ 80.36         |
| <b>HARVEST COSTS</b>                     |      |                       |          |                  |
| DESICCANT                                | GAL. | 4.80                  | 1.00     | \$ 4.80          |
| STRIP & HAUL                             | CWT. | 1.25                  | 13.20    | 16.50            |
| GIN, BAG, TIES                           | CWT. | 1.70                  | 13.20    | 22.44            |
| HAUL, COMP & EDUC                        | BALE | 3.30                  | 0.60     | 1.98             |
| MACHINERY                                | ACRE | 0.12                  | 1.00     | 0.12             |
| TRACTORS                                 | ACRE | 0.41                  | 1.00     | 0.41             |
| LABOR(TRACTOR & MACHINERY)               | HOOR | 2.25                  | 0.21     | <u>0.46</u>      |
| SUBTOTAL, HARVEST                        |      |                       |          | \$ 46.71         |
| TOTAL VARIABLE COST                      |      |                       |          | \$ 127.07        |
| <b>3. INCOME ABOVE VARIABLE COSTS</b>    |      |                       |          | \$ 75.73         |
| <b>4. FIXED COSTS</b>                    |      |                       |          |                  |
| MACHINERY                                | ACRE | 9.12                  | 1.00     | \$ 9.12          |
| TRACTORS                                 | ACRE | 10.49                 | 1.00     | 10.49            |
| LAND (NET RENT)                          | ACRE | 41.43                 | 1.00     | <u>41.43</u>     |
| TOTAL FIXED COSTS                        |      |                       |          | \$ 61.04         |
| <b>5. TOTAL COSTS</b>                    |      |                       |          | \$ 188.11        |
| <b>6. NET RETURNS</b>                    |      |                       |          | \$ 14.69         |

LAND RENT BASED ON LANDLORDS SHARE OF 1/4 OF GROSS INCOME LESS  
1/4 OF FERTILIZER, INSECTICIDE, GINNING, BAGGING, AND TIES.

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

COTTON, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

| OPERATION        | ITEM NO. | DATE | TIMES OVER | LABOR HOURS | MACHINE HOURS | FUEL, OIL, LUB., REP. | FIXED COSTS |
|------------------|----------|------|------------|-------------|---------------|-----------------------|-------------|
|                  |          |      |            |             |               | PER ACRE              | PER ACRE    |
| CHISEL           | 2,30     | OCT  | 1.00       | 0.297       | 0.198         | 1.21                  | 1.18        |
| DISK             | 2,34     | OCT  | 1.00       | 0.229       | 0.153         | 0.94                  | 0.95        |
| LISTER/BEDDER    | 4,40     | OCT  | 1.00       | 0.284       | 0.189         | 0.66                  | 0.77        |
| PICKUP           | 10       | OCT  | 0.18       | 0.225       | 0.180         | 0.70                  | 0.44        |
| CHISEL           | 2,30     | NOV  | 1.00       | 0.297       | 0.198         | 1.21                  | 1.18        |
| FERT. APPL. RENT | 2,86     | NOV  | 1.00       | 0.064       | 0.043         | 0.24                  | 0.19        |
| DISK             | 2,34     | NOV  | 1.00       | 0.229       | 0.153         | 0.94                  | 0.95        |
| LISTER/BEDDER    | 4,40     | NOV  | 1.00       | 0.284       | 0.189         | 0.66                  | 0.77        |
| PICKUP           | 10       | NOV  | 0.18       | 0.225       | 0.180         | 0.70                  | 0.44        |
| CULTIVATOR       | 3,32     | APR  | 1.00       | 0.313       | 0.209         | 0.90                  | 0.86        |
| PLANTER          | 3,42     | APR  | 1.20       | 0.426       | 0.284         | 1.39                  | 1.57        |
| HERBICIDE APPL.  | 4,38     | APR  | 1.00       | 0.355       | 0.237         | 0.51                  | 0.92        |
| ROLLER           | 4,54     | APR  | 1.00       | 0.179       | 0.119         | 0.37                  | 0.37        |
| PICKUP           | 10       | APR  | 0.18       | 0.225       | 0.180         | 0.70                  | 0.44        |
| CULTIVATOR       | 3,32     | MAY  | 1.00       | 0.313       | 0.209         | 0.90                  | 0.86        |
| SPRAYER          | 4,48     | MAY  | 2.00       | 0.412       | 0.275         | 1.05                  | 1.61        |
| PICKUP           | 10       | MAY  | 0.18       | 0.225       | 0.180         | 0.70                  | 0.44        |
| CULTIVATOR       | 3,32     | JUNE | 1.00       | 0.313       | 0.209         | 0.90                  | 0.86        |
| SPRAYER          | 4,48     | JUNE | 2.00       | 0.412       | 0.275         | 1.05                  | 1.61        |
| PICKUP           | 10       | JUNE | 0.18       | 0.225       | 0.180         | 0.70                  | 0.44        |
| PICKUP           | 10       | AUG  | 0.18       | 0.225       | 0.180         | 0.70                  | 0.44        |
| SPRAYER          | 4,48     | SEPT | 1.00       | 0.206       | 0.137         | 0.53                  | 0.80        |
| SHREDDER         | 2,44     | SEPT | 1.00       | 0.235       | 0.157         | 1.02                  | 1.12        |
| PICKUP           | 10       | SEPT | 0.18       | 0.225       | 0.180         | 0.70                  | 0.44        |
| TOTALS           |          |      |            | 6.428       | 4.495         | 19.72                 | 19.61       |

LAND RENT BASED ON LANDLORDS SHARE OF 1/4 OF GROSS INCOME LESS  
1/4 OF FERTILIZER, INSECTICIDE, GINNING, BAGGING, AND TIES.

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977

BUDGET IDENTIFICATION NUMBER--- 93 0150021500 0  
ANNUAL CAPITAL MONTH 9

COTTON, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

|                                          | UNIT | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST |
|------------------------------------------|------|-----------------------|----------|------------------|
| <b>1. GROSS RECEIPTS FROM PRODUCTION</b> |      |                       |          |                  |
| COTTON LINT                              | -BS. | 0.60                  | 450.00   | \$ 270.00        |
| COTTONSEED                               | TON  | 95.00                 | 0.36     | <u>34.20</u>     |
| TOTAL                                    |      |                       |          | \$ 304.20        |
| <b>2. VARIABLE COSTS</b>                 |      |                       |          |                  |
| PREHARVEST                               |      |                       |          | \$               |
| FERT(60-60-0)                            | ACRE | 21.00                 | 1.00     | 21.00            |
| FERTILIZER APPLI                         | ACRE | 1.75                  | 1.00     | 1.75             |
| SEED                                     | LBS. | 0.35                  | 21.60    | 7.56             |
| HERBICIDE                                | ACRE | 7.13                  | 1.00     | 7.13             |
| HOEING                                   | ACRE | 2.75                  | 1.00     | 2.75             |
| INSECTICIDE                              | ACRE | 2.22                  | 4.00     | 8.88             |
| MACHINERY                                | ACRE | 5.27                  | 1.00     | 5.27             |
| TRACTORS                                 | ACRE | 9.40                  | 1.00     | 9.40             |
| LABOR(TRACTOR & MACHINERY)               | ACRE | 2.50                  | 3.81     | 9.53             |
| INTEREST ON OP. CAP.                     | DOL. | 0.09                  | 34.46    | <u>3.10</u>      |
| SUBTOTAL, PRE-HARVEST                    |      |                       |          | \$ 76.36         |
| HARVEST COSTS                            |      |                       |          | \$               |
| DESICCANT                                | GAL. | 4.80                  | 1.00     | 4.80             |
| STRIP & HAUL                             | CWT. | 1.25                  | 19.80    | 24.75            |
| GIN, BAG, TIES                           | CWT. | 1.70                  | 19.80    | 33.66            |
| HAUL, COMP & EDUC                        | BALE | 3.30                  | 1.00     | 3.30             |
| MACHINERY                                | ACRE | 0.08                  | 1.00     | 0.08             |
| TRACTORS                                 | ACRE | 0.48                  | 1.00     | 0.48             |
| LABOR(TRACTOR & MACHINERY)               | HOUR | 2.50                  | 0.24     | <u>0.61</u>      |
| SUBTOTAL, HARVEST                        |      |                       |          | \$ 67.69         |
| TOTAL VARIABLE COST                      |      |                       |          | \$ 144.05        |
| INCME ABOVE VARIABLE COSTS               |      |                       |          | \$ 160.15        |
| <b>3. INCCME ABOVE VARIABLE COSTS</b>    |      |                       |          |                  |
| <b>4. FIXED COSTS</b>                    |      |                       |          |                  |
| MACHINERY                                | ACRE | 7.57                  | 1.00     | 7.57             |
| TRACTORS                                 | ACRE | 7.33                  | 1.00     | 7.33             |
| LAND (NET RENT)                          | ACRE | 54.31                 | 1.00     | <u>54.31</u>     |
| TOTAL FIXED COSTS                        |      |                       |          | \$ 69.21         |
| TOTAL COSTS                              |      |                       |          | \$ 213.25        |
| NET RETURNS                              |      |                       |          | \$ 90.95         |

COTTON IS ROTATED AFTER SMALL GRAINS. LAND RENT BASED ON LANDLORDS SHARE OF 1/4 OF GROSS INCOME LESS 1/4 OF FERTILIZER, INSECTICIDE, GIN, BAG, TIES.  
PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS PROJECTED 1977

COTTON, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

| OPERATION         | ITEM NO. | DATE | TIMES OVER | LABOR HOURS      | MACHINE HOURS    | FUEL, OIL, LUB., REP. | FIXED COSTS     |
|-------------------|----------|------|------------|------------------|------------------|-----------------------|-----------------|
|                   |          |      |            |                  |                  | PER ACRE              | PER ACRE        |
| CHISEL            | 1,31     | OCT  | 1.00       | 0.204            | 0.136            | 1.11                  | 1.00            |
| DISK              | 1,35     | OCT  | 1.00       | 0.157            | 0.105            | 0.86                  | 0.83            |
| LISTER/BEDDER     | 3,41     | OCT  | 1.00       | 0.194            | 0.130            | 0.58                  | 0.60            |
| CHISEL            | 1,31     | OCT  | 1.00       | 0.204            | 0.136            | 1.11                  | 1.00            |
| FERT. APPLI. RENT | 3,86     | OCT  | 1.00       | 0.064            | 0.043            | 0.16                  | 0.12            |
| DISK              | 1,35     | OCT  | 1.00       | 0.157            | 0.105            | 0.86                  | 0.83            |
| PICKUP            | 10       | OCT  | 0.11       | 0.137            | 0.110            | 0.43                  | 0.27            |
| LISTER/BEDDER     | 2,41     | NOV  | 1.00       | 0.194            | 0.130            | 0.82                  | 0.82            |
| PICKUP            | 10       | NOV  | 0.11       | 0.137            | 0.110            | 0.43                  | 0.27            |
| PICKUP            | 10       | DEC  | 0.11       | 0.137            | 0.110            | 0.43                  | 0.27            |
| PLANTER           | 2,43     | APR  | 1.20       | 0.292            | 0.194            | 1.41                  | 1.66            |
| CULTIVATOR        | 33       | APR  | 1.00       | 0.0              | 0.143            | 0.13                  | 0.33            |
| HERBICIDE APPL.   | 3,39     | APR  | 1.00       | 0.243            | 0.162            | 0.70                  | 0.67            |
| ROLLER            | 55       | APR  | 1.00       | 0.0              | 0.082            | 0.01                  | 0.04            |
| PICKUP            | 10       | APR  | 0.11       | 0.137            | 0.110            | 0.43                  | 0.27            |
| CULTIVATOR        | 3,33     | MAY  | 1.00       | 0.214            | 0.143            | 0.67                  | 0.72            |
| SPRAYER           | 3,48     | MAY  | 1.00       | 0.206            | 0.137            | 0.64                  | 0.81            |
| PICKUP            | 10       | MAY  | 0.11       | 0.137            | 0.110            | 0.43                  | 0.27            |
| SPRAYER           | 3,48     | JUNE | 1.00       | 0.206            | 0.137            | 0.64                  | 0.81            |
| CULTIVATOR        | 3,33     | JUNE | 1.00       | 0.214            | 0.143            | 0.67                  | 0.72            |
| PICKUP            | 10       | JUNE | 0.11       | 0.137            | 0.110            | 0.43                  | 0.27            |
| PICKUP            | 10       | AUG  | 0.11       | 0.137            | 0.110            | 0.43                  | 0.27            |
| HERBICIDE APPL.   | 4,39     | SEPT | 1.00       | 0.243            | 0.162            | 0.57                  | 0.67            |
| SHREDDER          | 2,45     | SEPT | 1.00       | 0.161            | 0.107            | 0.84                  | 1.14            |
| PICKUP            | 10       | SEPT | 0.11       | <del>0.137</del> | <del>0.110</del> | <del>0.43</del>       | <del>0.27</del> |
| TOTALS            |          |      |            | 4.054            | 3.074            | 15.23                 | 14.90           |

COTTON IS ROTATED AFTER SMALL GRAINS. LAND RENT BASED ON LANDLORDS SHARE OF 1/4 OF GROSS INCOME LESS 1/4 OF FERTILIZER, INSECTICIDE, GIN, BAG, TIES.  
PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS PROJECTED 1977

BUDGET IDENTIFICATION NUMBER--- 93 015001150013  
ANNUAL CAPITAL MONTH 9

GRAIN SORGHUM, DRYLAND, TEXAS BLACKLAND REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
TYPICAL MANAGEMENT

|                                     | UNIT | PRICE OR<br>COST/UNIT | QUANTITY | VALUE OR<br>COST |
|-------------------------------------|------|-----------------------|----------|------------------|
| 1. GROSS RECEIPTS FROM PRODUCTION   |      |                       |          | \$               |
| GRAIN SORGHUM                       | CWT. | 4.30                  | 28.50    | <u>122.55</u>    |
| TOTAL                               |      |                       |          | \$ 122.55        |
| 2. VARIABLE COSTS                   |      |                       |          | \$               |
| PREHARVEST                          |      |                       |          |                  |
| FERT(60-40-0)                       | ACRE | 18.00                 | 1.00     | 18.00            |
| FERTILIZER APPLI                    | ACRE | 1.75                  | 1.00     | 1.75             |
| SEED                                | LBS. | 0.43                  | 7.20     | 3.10             |
| HERBICIDE                           | ACRE | 3.83                  | 1.00     | 3.83             |
| INSECT. APPLI.                      | ACRE | 2.56                  | 1.00     | 2.56             |
| MACHINERY                           | ACRE | 3.70                  | 1.00     | 3.70             |
| TRACTORS                            | ACRE | 8.24                  | 1.00     | 8.24             |
| LABOR(TRACTOR & MACHINERY)          | HOOR | 2.25                  | 3.95     | 8.88             |
| INTEREST ON OP. CAP.                | DOL. | 0.09                  | 22.10    | <u>1.99</u>      |
| SUBTOTAL, PRE-HARVEST               |      |                       |          | \$ 52.04         |
| HARVEST COSTS                       |      |                       |          | \$               |
| CUSTOM COMBINE                      | CWT. | 0.28                  | 28.50    | 7.98             |
| CUSTOM HAUL                         | CWT. | 0.17                  | 28.50    | <u>4.84</u>      |
| SUBTOTAL, HARVEST                   |      |                       |          | \$ 12.82         |
| TOTAL VARIABLE COST                 |      |                       |          | \$ 64.87         |
| 3. BREAK EVEN PRICE, VARIABLE COSTS | CWT. |                       |          | 2.276            |
| 4. FIXED COSTS                      |      |                       |          | \$               |
| MACHINERY                           | ACRE | 5.17                  | 1.00     | 5.17             |
| TRACTORS                            | ACRE | 6.57                  | 1.00     | 6.57             |
| LAND (NET RENT)                     | ACRE | 29.42                 | 1.00     | <u>29.42</u>     |
| TOTAL FIXED COSTS                   |      |                       |          | \$ 41.16         |
| 5. TOTAL COSTS                      |      |                       |          | \$ 106.03        |
| 6. BREAK EVEN PRICE, TOTAL COSTS    | CWT. |                       |          | 3.720            |

LAND RENT BASED ON LANDLORDS SHARE OF 1/3 OF GROSS INCOME LESS  
1/3 OF FERTILIZER, INSECTICIDE, HARVEST, AND HAUL.

PREPARED BY DON PARKS, TAEX, BRYAN, TEXAS

PROJECTED 1977