

**FORAGE SORGHUM, DRYLAND, LOWER SOUTH CENTRAL TEXAS  
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       | FEB  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| PICKUP        | 10       | APR  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| OFFSET DISC   | 7.34     | MAY  | 2.00       | 1.061        | 0.589         | 4.58                           | 6.16                 |
| SPIKE HARROW  | 7.40     | MAY  | 1.00       | 0.368        | 0.205         | 1.34                           | 1.39                 |
| GRAIN DRILL   | 7.48     | MAY  | 1.00       | 0.453        | 0.252         | 2.04                           | 2.74                 |
| PICKUP        | 10       | MAY  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| PICKUP        | 10       | JUNE | 0.10       | <u>0.125</u> | <u>0.100</u>  | <u>0.27</u>                    | <u>0.20</u>          |
| <b>TOTALS</b> |          |      |            | <b>2.382</b> | <b>1.446</b>  | <b>9.04</b>                    | <b>11.08</b>         |

PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED

BUDGET IDENTIFICATION NUMBER--- 8750170021700 0  
ANNUAL CAPITAL MONTH 9

GRAIN SORGHUM, DRYLAND, LOWER SOUTH CENTRAL TEXAS  
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. | 3.50                  | 18.00    | \$ <u>63.00</u>  |
| TOTAL                             |      |                       |          | \$ 63.00         |
| 2. VARIABLE COSTS                 |      |                       |          |                  |
| PREHARVEST                        |      |                       |          | \$               |
| SEED                              | LBS  | 0.48                  | 6.00     | 2.88             |
| INSECTICIDE                       | APPL | 2.46                  | 0.33     | 0.81             |
| INSECT. APPLI.                    | ACRE | 2.00                  | 0.33     | 0.66             |
| MACHINERY                         | ACRE | 4.43                  | 1.00     | 4.43             |
| TRACTORS                          | ACRE | 15.03                 | 1.00     | 15.03            |
| LABOR (TRACTOR & MACHINERY)       | HR   | 4.00                  | 5.55     | 22.18            |
| INTEREST ON OP. CAP.              | DOL. | 0.09                  | 11.20    | <u>1.06</u>      |
| SUBTOTAL, PRE-HARVEST             |      |                       |          | \$ 47.05         |
| HARVEST COSTS                     |      |                       |          | \$               |
| CUSTOM COMBINE                    | CWT. | 0.30                  | 18.00    | 5.40             |
| CUSTOM HAUL                       | CWT. | 0.20                  | 18.00    | <u>3.60</u>      |
| SUBTOTAL, HARVEST                 |      |                       |          | \$ 9.00          |
| TOTAL VARIABLE COST               |      |                       |          | \$ 56.05         |
| 3. INCOME ABOVE VARIABLE COSTS    |      |                       |          | \$ 6.95          |
| 4. FIXED COSTS                    |      |                       |          | \$               |
| MACHINERY                         | ACRE | 7.17                  | 1.00     | 7.17             |
| TRACTORS                          | ACRE | 14.47                 | 1.00     | 14.47            |
| LAND (NET RENT)                   | ACRE | 15.00                 | 1.00     | <u>15.00</u>     |
| TOTAL FIXED COSTS                 |      |                       |          | \$ 36.64         |
| 5. TOTAL COSTS                    |      |                       |          | \$ 92.70         |
| 6. NET RETURNS                    |      |                       |          | \$ -29.70        |

GOVERNMENT DEFICIENCY PAYMENT NOT INCLUDED.  
PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED 197

**GRAIN SORGHUM, DRYLAND, LOWER SOUTH CENTRAL TEXAS  
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       | AUG  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| PICKUP         | 10       | SEPT | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| SHREDDER       | 7.46     | OCT  | 1.00       | 0.884            | 0.491            | 3.38                           | 3.87                 |
| MOLDBOARD PLOW | 7.32     | OCT  | 0.50       | 0.647            | 0.359            | 2.50                           | 2.87                 |
| PICKUP         | 10       | OCT  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| TANDEM DISC    | 7.33     | NOV  | 1.00       | 0.397            | 0.220            | 1.59                           | 1.85                 |
| PICKUP         | 10       | NOV  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| LISTER BEDDER  | 7.36     | DEC  | 1.00       | 0.539            | 0.299            | 2.01                           | 2.19                 |
| PICKUP         | 10       | DEC  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| PICKUP         | 10       | FEB  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| ROLLING CULT.  | 7.43     | MAR  | 1.00       | 0.363            | 0.201            | 1.40                           | 1.62                 |
| PLANTER        | 7.44     | MAR  | 1.25       | 0.793            | 0.441            | 3.17                           | 3.87                 |
| PICKUP         | 10       | MAR  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| CULTIVATOR     | 7.42     | APR  | 1.00       | 0.449            | 0.249            | 1.80                           | 2.27                 |
| PICKUP         | 10       | APR  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| CULTIVATOR     | 7.42     | MAY  | 0.50       | 0.224            | 0.125            | 0.90                           | 1.14                 |
| PICKUP         | 10       | MAY  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| PICKUP         | 10       | JUNE | 0.10       | <del>0.125</del> | <del>0.100</del> | <del>0.27</del>                | <del>0.20</del>      |
| <b>TOTALS</b>  |          |      |            | <b>5.545</b>     | <b>3.386</b>     | <b>19.46</b>                   | <b>21.64</b>         |

GOVERNMENT DEFICIENCY PAYMENT NOT INCLUDED.  
PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED 1979

BUDGET IDENTIFICATION NUMBER--- 73 0170021700 0  
ANNUAL CAPITAL MONTH 7

**GRAIN SORGHUM, IRRIGATED, LOWER SOUTH CENTRAL TEXAS 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> |       |                       |          | \$               |
| GRAIN SORGHUM                            | CWT.  | 3.50                  | 45.00    | <u>157.50</u>    |
| <b>TOTAL</b>                             |       |                       |          | <b>\$ 157.50</b> |
| <b>2. VARIABLE COSTS</b>                 |       |                       |          | \$               |
| <b>PREHARVEST</b>                        |       |                       |          |                  |
| SEED                                     | LBS   | 0.48                  | 6.00     | 2.88             |
| FERT. (35-36-10)                         | ACRE  | 13.30                 | 1.00     | 13.30            |
| FERTILIZER APPLI                         | ACRE  | 2.00                  | 1.00     | 2.00             |
| HERBICIDE                                | ACRE  | 4.21                  | 1.00     | 4.21             |
| INSECTICIDE                              | APPL  | 2.46                  | 0.33     | 0.81             |
| MACHINERY                                | ACRE  | 4.44                  | 1.00     | 4.44             |
| TRACTORS                                 | ACRE  | 13.16                 | 1.00     | 13.16            |
| IRRIGATION MACHINERY                     | ACRE  | 26.74                 | 1.00     | 26.74            |
| LABOR(TRACTOR & MACHINERY)               | HOURL | 4.00                  | 5.25     | 20.99            |
| LABOR(IRRIGATION)                        | HOURL | 3.25                  | 0.88     | 2.87             |
| INTEREST ON OP. CAP.                     | DOL.  | 0.09                  | 24.95    | <u>2.37</u>      |
| <b>SUBTOTAL, PRE-HARVEST</b>             |       |                       |          | <b>\$ 93.76</b>  |
| <b>HARVEST COSTS</b>                     |       |                       |          | \$               |
| CUSTOM COMBINE                           | CWT.  | 0.30                  | 45.00    | 13.50            |
| CUSTOM HAUL                              | CWT.  | 0.20                  | 45.00    | <u>9.00</u>      |
| <b>SUBTOTAL, HARVEST</b>                 |       |                       |          | <b>\$ 22.50</b>  |
| <b>TOTAL VARIABLE COST</b>               |       |                       |          | <b>\$ 116.26</b> |
| <b>3. INCOME ABOVE VARIABLE COSTS</b>    |       |                       |          | <b>\$ 41.24</b>  |
| <b>4. FIXED COSTS</b>                    |       |                       |          | \$               |
| MACHINERY                                | ACRE  | 7.00                  | 1.00     | 7.00             |
| TRACTORS                                 | ACRE  | 21.36                 | 1.00     | 21.36            |
| IRRIGATION MACHINERY                     | ACRE  | 17.64                 | 1.00     | 17.64            |
| LAND (NET RENT)                          | ACRE  | 30.00                 | 1.00     | <u>30.00</u>     |
| <b>TOTAL FIXED COSTS</b>                 |       |                       |          | <b>\$ 75.99</b>  |
| <b>5. TOTAL COSTS</b>                    |       |                       |          | <b>\$ 192.25</b> |
| <b>6. NET RETURNS</b>                    |       |                       |          | <b>\$ -34.75</b> |

LAND CHARGE BASED ON CURRENT CASH RENT PRICE IN REGION.  
GOVERNMENT EFFICIENCY PAYMENT NOT INCLUDED.  
PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED 19

**GRAIN SORGHUM, IRRIGATED, LOWER SOUTH CENTRAL TEXAS 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       | AUG  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| PICKUP         | 10       | SEPT | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| SHREDDER       | 3.47     | OCT  | 1.00       | 0.340        | 0.189         | 1.40                           | 2.69                 |
| MOLOBOARD PLOW | 3.31     | OCT  | 0.50       | 0.488        | 0.271         | 1.85                           | 3.38                 |
| PICKUP         | 10       | OCT  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| TANDEM DISC    | 3.33     | NOV  | 1.00       | 0.397        | 0.220         | 1.50                           | 2.66                 |
| PICKUP         | 10       | NOV  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| LISTER BEDDER  | 3.36     | DEC  | 1.00       | 0.539        | 0.299         | 1.90                           | 3.29                 |
| PICKUP         | 10       | DEC  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| PICKUP         | 10       | FEB  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| ROLLING CULT.  | 3.43     | MAR  | 1.00       | 0.363        | 0.201         | 1.33                           | 2.36                 |
| PLANTER        | 3.44     | MAR  | 1.00       | 0.635        | 0.353         | 2.40                           | 4.40                 |
| ROLLING CULT.  | 3.43     | MAR  | 1.00       | 0.363        | 0.201         | 1.33                           | 2.36                 |
| PICKUP         | 10       | MAR  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| ROLLING CULT.  | 3.43     | APR  | 1.00       | 0.363        | 0.201         | 1.33                           | 2.36                 |
| PICKUP         | 10       | APR  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| ROLLING CULT.  | 3.43     | MAY  | 1.00       | 0.363        | 0.201         | 1.33                           | 2.36                 |
| PICKUP         | 10       | MAY  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| APPL. INSECT.  | 7.67     | JUNE | 0.33       | 0.148        | 0.082         | 0.53                           | 0.53                 |
| PICKUP         | 10       | JUNE | 0.10       | <u>0.125</u> | <u>0.100</u>  | <u>0.27</u>                    | <u>0.20</u>          |
| <b>TOTALS</b>  |          |      |            | <b>5.247</b> | <b>3.220</b>  | <b>17.59</b>                   | <b>28.35</b>         |

LAND CHARGE BASED ON CURRENT CASH RENT PRICE IN REGION.  
GOVERNMENT DEFICIENCY PAYMENT NOT INCLUDED.  
PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED 1979

BUDGET IDENTIFICATION NUMBER--- 73 0175011720 0  
ANNUAL CAPITAL MONTH 7

**KLEINGRASS ESTABLISHMENT, DRYLAND, LOWER SOUTH CENTRAL TEXAS 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> |       |                       |          | \$ _____         |
| <b>TOTAL</b>                             |       |                       |          | \$ 0.0           |
| <b>2. VARIABLE COSTS</b>                 |       |                       |          | \$               |
| <b>PREHARVEST</b>                        |       |                       |          |                  |
| SEED                                     | ACRE  | 7.00                  | 1.00     | 7.00             |
| CUSTOM PLANT                             | ACRE  | 4.00                  | 1.00     | 4.00             |
| FERT(30-30-0)                            | ACRE  | 8.85                  | 1.00     | 8.85             |
| FERTILIZER APPLI                         | ACRE  | 2.00                  | 1.00     | 2.00             |
| HERBICIDE                                | ACRE  | 4.88                  | 1.00     | 4.88             |
| MACHINERY                                | ACRE  | 2.55                  | 1.00     | 2.55             |
| TRACTORS                                 | ACRE  | 9.53                  | 1.00     | 9.53             |
| LABOR(TRACTOR & MACHINERY)               | HOURL | 4.00                  | 3.22     | 12.89            |
| INTEREST ON OP. CAP.                     | DOL.  | 0.09                  | 29.80    | <u>2.83</u>      |
| <b>SUBTOTAL, PRE-HARVEST</b>             |       |                       |          | \$ 54.53         |
| <b>HARVEST COSTS</b>                     |       |                       |          | \$ _____         |
| <b>SUBTOTAL, HARVEST</b>                 |       |                       |          | \$ 0.0           |
| <b>TOTAL VARIABLE COST</b>               |       |                       |          | \$ 54.53         |
| <b>3. INCOME ABOVE VARIABLE COSTS</b>    |       |                       |          | \$ -54.53        |
| <b>4. FIXED COSTS</b>                    |       |                       |          | \$               |
| MACHINERY                                | ACRE  | 5.16                  | 1.00     | 5.16             |
| TRACTORS                                 | ACRE  | 9.18                  | 1.00     | 9.18             |
| LAND (NET RENT)                          | ACRE  | 8.00                  | 1.00     | <u>8.00</u>      |
| <b>TOTAL FIXED COSTS</b>                 |       |                       |          | \$ 22.33         |
| <b>5. TOTAL COSTS</b>                    |       |                       |          | \$ 76.87         |
| <b>6. NET RETURNS</b>                    |       |                       |          | \$ -76.87        |

LAND CHARGE BASED ON FULL YEAR BASIS.  
PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED 197

**KLEINGRASS ESTABLISHMENT, DRYLAND, LOWER SOUTH CENTRAL TEXAS 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 |
|----------------|----------|------|------------|--------------|---------------|--------------------------------|----------------------|
| MOLDBOARD PLOW | 7.32     | FEB  | 1.00       | 1.294        | 0.719         | 4.99                           | 5.74                 |
| OFFSET DISC    | 7.34     | FEB  | 2.00       | 1.061        | 0.589         | 4.58                           | 6.16                 |
| CULTIPACKER    | 7.75     | FEB  | 1.00       | 0.369        | 0.205         | 1.42                           | 1.64                 |
| PICKUP         | 10       | FEB  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| PICKUP         | 10       | MAR  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| PICKUP         | 10       | MAY  | 0.10       | 0.125        | 0.100         | 0.27                           | 0.20                 |
| PICKUP         | 10       | DEC  | 0.10       | <u>0.125</u> | <u>0.100</u>  | <u>0.27</u>                    | <u>0.20</u>          |
| <b>TOTALS</b>  |          |      |            | <b>3.224</b> | <b>1.913</b>  | <b>12.08</b>                   | <b>14.33</b>         |

LAND CHARGE BASED ON FULL YEAR BASIS.  
PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED

BUDGET IDENTIFICATION NUMBER--- 8280170021700 0  
ANNUAL CAPITAL MONTH 12

**KLEINGRASS PASTURE, DRYLAND, LOWER SOUTH CENTRAL TEXAS 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> |       |                       |          | \$               |
| SEED                                     | LBS   | 5.00                  | 30.00    | <u>150.00</u>    |
| TOTAL                                    |       |                       |          | \$ 150.00        |
| <b>2. VARIABLE COSTS</b>                 |       |                       |          | \$               |
| PREHARVEST                               |       |                       |          |                  |
| FERT(60-30-0)                            | ACRE  | 17.70                 | 1.00     | 17.70            |
| HARVESTING                               | ACRE  | 8.00                  | 1.00     | 8.00             |
| FERTILIZER APPLI                         | ACRE  | 2.00                  | 1.00     | 2.00             |
| MACHINERY                                | ACRE  | 1.23                  | 1.00     | 1.23             |
| TRACTORS                                 | ACRE  | 1.55                  | 1.00     | 1.55             |
| LABOR(TRACTOR & MACHINERY)               | HOURL | 4.00                  | 0.94     | 3.77             |
| INTEREST ON CP. CAP.                     | DOL.  | 0.09                  | 12.39    | <u>1.18</u>      |
| SUBTOTAL, PRE-HARVEST                    |       |                       |          | \$ 35.42         |
| HARVEST COSTS                            |       |                       |          | \$               |
| HARVESTING                               | ACRE  | 8.00                  | 1.00     | <u>8.00</u>      |
| SUBTOTAL, HARVEST                        |       |                       |          | \$ 8.00          |
| TOTAL VARIABLE COST                      |       |                       |          | \$ 43.42         |
| <b>3. INCOME ABOVE VARIABLE COSTS</b>    |       |                       |          | \$ 106.58        |
| <b>4. FIXED COSTS</b>                    |       |                       |          | \$               |
| MACHINERY                                | ACRE  | 1.23                  | 1.00     | 1.23             |
| TRACTORS                                 | ACRE  | 1.49                  | 1.00     | 1.49             |
| PRORATED ESTAB. COST                     | ACRE  | 77.04                 | 0.10     | 7.70             |
| LAND (NET RENT)                          | ACRE  | 12.50                 | 1.00     | <u>12.50</u>     |
| TOTAL FIXED COSTS                        |       |                       |          | \$ 22.92         |
| <b>5. TOTAL COSTS</b>                    |       |                       |          | \$ 66.34         |
| <b>6. NET RETURNS</b>                    |       |                       |          | \$ 83.66         |

ESTABLISHMENT COST PRORATED OVER 10 YEARS.

PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED 197

**KLEINGRASS PASTURE, DRYLAND, LOWER SOUTH CENTRAL TEXAS 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       | OCT  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| PICKUP        | 10       | FEB  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| PICKUP        | 10       | APR  | 0.10       | 0.125            | 0.100            | 0.27                           | 0.20                 |
| SHREDDER      | 7.46     | JULY | 0.50       | 0.442            | 0.246            | 1.69                           | 1.94                 |
| PICKUP        | 10       | JULY | 0.10       | <del>0.125</del> | <del>0.100</del> | <del>0.27</del>                | <del>0.20</del>      |
| <b>TOTALS</b> |          |      |            | <b>0.942</b>     | <b>0.646</b>     | <b>2.77</b>                    | <b>2.72</b>          |

ESTABLISHMENT COST PRORATED OVER 10 YEARS.

PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED

BUDGET IDENTIFICATION NUMBER--- 83 0170021700 0  
ANNUAL CAPITAL MONTH 9

**PEANUTS, SPANISH, DRYLAND, LOWER SOUTH CENTRAL TEXAS 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> |      |                       |          | \$               |
| PEANUTS                                  | LBS  | 0.17                  | 3000.00  | <u>519.00</u>    |
| TOTAL                                    |      |                       |          | \$ 519.00        |
| <b>2. VARIABLE COSTS</b>                 |      |                       |          | \$               |
| PREHARVEST                               |      |                       |          |                  |
| SEED                                     | LBS  | 0.65                  | 50.00    | 32.50            |
| FERT(16-24-12)                           | ACRE | 7.20                  | 1.00     | 7.20             |
| FERTILIZER APPLI                         | ACRE | 2.00                  | 1.00     | 2.00             |
| HERBICIDE                                | ACRE | 5.49                  | 1.00     | 5.49             |
| RYE                                      | LBS  | 0.08                  | 40.00    | 3.20             |
| INSECTICIDE                              | APPL | 3.43                  | 4.00     | 13.72            |
| ALLOTMENT LEASE                          | LBS  | 0.02                  | 3000.00  | 60.00            |
| FOLIAR FUNGICIDE                         | APPL | 5.08                  | 3.00     | 15.24            |
| MACHINERY                                | ACRE | 5.23                  | 1.00     | 5.23             |
| TRACTORS                                 | ACRE | 25.06                 | 1.00     | 25.06            |
| LABOR(TRACTOR & MACHINERY)               | HOUR | 4.00                  | 8.52     | 34.08            |
| INTEREST ON OP. CAP.                     | DOL. | 0.09                  | 40.73    | <u>3.67</u>      |
| SUBTOTAL, PRE-HARVEST                    |      |                       |          | \$ 207.58        |
| HARVEST COSTS                            |      |                       |          | \$               |
| CUSTOM HAULING                           | TON  | 8.00                  | 2.50     | 20.00            |
| DRYING                                   | TON  | 20.00                 | 2.50     | 50.00            |
| MACHINERY                                | ACRE | 21.60                 | 1.00     | 21.60            |
| TRACTORS                                 | ACRE | 3.85                  | 1.00     | 3.85             |
| LABOR(TRACTOR & MACHINERY)               | HOUR | 4.00                  | 2.03     | <u>8.11</u>      |
| SUBTOTAL, HARVEST                        |      |                       |          | \$ 103.56        |
| TOTAL VARIABLE COST                      |      |                       |          | \$ 311.14        |
| <b>3. INCOME ABOVE VARIABLE COSTS</b>    |      |                       |          | \$ 207.86        |
| <b>4. FIXED COSTS</b>                    |      |                       |          | \$               |
| MACHINERY                                | ACRE | 35.45                 | 1.00     | 35.45            |
| TRACTORS                                 | ACRE | 43.61                 | 1.00     | 43.61            |
| LAND (NET RENT)                          | ACRE | 20.00                 | 1.00     | <u>20.00</u>     |
| TOTAL FIXED COSTS                        |      |                       |          | \$ 99.06         |
| <b>5. TOTAL COSTS</b>                    |      |                       |          | \$ 410.20        |
| <b>6. NET RETURNS</b>                    |      |                       |          | \$ 108.80        |

LAND CHARGE BASED ON CURRENT CASH RENT PRICE IN REGION.  
PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED 197

**PEANUTS, SPANISH, DRYLAND, LOWER SOUTH CENTRAL TEXAS 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         |
| MOLDBOARD PLOW  | 3.31     | SEPT | 1.00       | 0.976            | 0.542            | 3.70                  | 6.76             |
| TANDEM DISC     | 3.33     | SEPT | 1.00       | 0.397            | 0.220            | 1.50                  | 2.66             |
| PICKUP          | 10       | SEPT | 0.10       | 0.125            | 0.100            | 0.27                  | 0.20             |
| GRAIN DRILL     | 3.48     | OCT  | 1.00       | 0.453            | 0.252            | 1.94                  | 3.67             |
| PICKUP          | 10       | OCT  | 0.10       | 0.125            | 0.100            | 0.27                  | 0.20             |
| MOLDBOARD PLOW  | 3.31     | FEB  | 1.00       | 0.976            | 0.542            | 3.70                  | 6.76             |
| SPRAYER, HERB.  | 3.63     | FEB  | 1.00       | 0.449            | 0.249            | 1.52                  | 2.58             |
| TANDEM DISC     | 3.33     | FEB  | 1.00       | 0.397            | 0.220            | 1.50                  | 2.66             |
| PICKUP          | 10       | FEB  | 0.10       | 0.125            | 0.100            | 0.27                  | 0.20             |
| LISTER BEDDER   | 3.36     | MAR  | 1.00       | 0.539            | 0.299            | 1.90                  | 3.29             |
| PLANTER, PENUT  | 3.59     | MAR  | 1.20       | 0.457            | 0.254            | 1.78                  | 3.28             |
| ROLLING CULT.   | 3.43     | MAR  | 1.00       | 0.363            | 0.201            | 1.33                  | 2.36             |
| PICKUP          | 10       | MAR  | 0.10       | 0.125            | 0.100            | 0.27                  | 0.20             |
| ROLLING CULT.   | 3.43     | APR  | 1.00       | 0.363            | 0.201            | 1.33                  | 2.36             |
| PICKUP          | 10       | APR  | 0.10       | 0.125            | 0.100            | 0.27                  | 0.20             |
| SPRAYER         | 7.65     | MAY  | 1.00       | 0.567            | 0.315            | 2.13                  | 2.37             |
| PICKUP          | 10       | MAY  | 0.10       | 0.125            | 0.100            | 0.27                  | 0.20             |
| APPLI. INSECT.  | 3.67     | JUNE | 1.00       | 0.449            | 0.249            | 1.51                  | 2.54             |
| SPRAYER         | 7.65     | JUNE | 1.00       | 0.567            | 0.315            | 2.13                  | 2.37             |
| PICKUP          | 10       | JUNE | 0.10       | 0.125            | 0.100            | 0.27                  | 0.20             |
| SPRAYER         | 7.65     | JULY | 1.00       | 0.567            | 0.315            | 2.13                  | 2.37             |
| PICKUP          | 10       | JULY | 0.10       | 0.125            | 0.100            | 0.27                  | 0.20             |
| DIGGER, PEANUT  | 3.61     | JULY | 1.00       | 1.173            | 0.652            | 4.48                  | 8.05             |
| COMBINE, PEANUT | 13       | JULY | 1.00       | <del>0.855</del> | <del>0.684</del> | <del>20.97</del>      | <del>23.41</del> |
| TOTALS          |          |      |            | 10.547           | 6.313            | 55.73                 | 79.06            |

LAND CHARGE BASED ON CURRENT CASH RENT PRICE IN REGION.  
PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED 1979

BUDGET IDENTIFICATION NUMBER--- 9520170011700 0  
ANNUAL CAPITAL MONTH 7

**PEANUTS, SPANISH, IRRIGATED, LOWER SOUTH CENTRAL TEXAS 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> |       |                       |          |                  |
| PEANUTS                                  | LBS   | 0.17                  | 3300.00  | \$ <u>570.90</u> |
| TOTAL                                    |       |                       |          | \$ 570.90        |
| <b>2. VARIABLE COSTS</b>                 |       |                       |          |                  |
| PREHARVEST                               |       |                       |          | \$               |
| SEED                                     | LBS   | 0.65                  | 90.00    | 58.50            |
| FERT(16-24-12)                           | ACRE  | 7.20                  | 1.00     | 7.20             |
| FERTILIZER APPLI                         | ACRE  | 2.00                  | 1.00     | 2.00             |
| HERBICIDE                                | ACRE  | 12.20                 | 1.00     | 12.20            |
| SOIL FUNGICIDE                           | ACRE  | 18.19                 | 1.00     | 18.19            |
| RYE                                      | LBS   | 0.08                  | 40.00    | 3.20             |
| INSECTICIDE                              | APPL  | 3.43                  | 3.00     | 10.29            |
| HOEING                                   | ACRE  | 6.00                  | 1.00     | 6.00             |
| ALLOTMENT LEASE                          | LBS   | 0.02                  | 3000.00  | 60.00            |
| FOLIAR FUNGICIDE                         | APPL  | 5.08                  | 6.00     | 30.48            |
| MACHINERY                                | ACRE  | 5.80                  | 1.00     | 5.80             |
| TRACTORS                                 | ACRE  | 32.67                 | 1.00     | 32.67            |
| IRRIGATION MACHINERY                     | ACRE  | 45.84                 | 1.00     | 45.84            |
| LABOR(TRACTOR & MACHINERY)               | HOURL | 4.00                  | 10.95    | 43.79            |
| LABOR(IRRIGATION)                        | HOURL | 3.25                  | 1.51     | 4.91             |
| INTEREST ON OP. CAP.                     | DOL.  | 0.09                  | 91.39    | <u>8.68</u>      |
| SUBTOTAL, PRE-HARVEST                    |       |                       |          | \$ 349.75        |
| HARVEST COSTS                            |       |                       |          | \$               |
| CUSTOM HAULING                           | TON   | 8.00                  | 1.50     | 12.00            |
| DRYING                                   | TON   | 20.00                 | 1.50     | 30.00            |
| MACHINERY                                | ACRE  | 21.60                 | 1.00     | 21.60            |
| TRACTORS                                 | ACRE  | 3.85                  | 1.00     | 3.85             |
| LABOR(TRACTOR & MACHINERY)               | HOURL | 4.00                  | 2.03     | <u>8.11</u>      |
| SUBTOTAL, HARVEST                        |       |                       |          | \$ 75.56         |
| TOTAL VARIABLE CCST                      |       |                       |          | \$ 425.31        |
| <b>3. INCOME ABOVE VARIABLE COSTS</b>    |       |                       |          | \$ 145.59        |
| <b>4. FIXED COSTS</b>                    |       |                       |          | \$               |
| MACHINERY                                | ACRE  | 37.10                 | 1.00     | 37.10            |
| TRACTORS                                 | ACRE  | 60.26                 | 1.00     | 60.26            |
| IRRIGATION MACHINERY                     | ACRE  | 30.24                 | 1.00     | 30.24            |
| LAND (NET RENT)                          | ACRE  | 40.00                 | 1.00     | <u>40.00</u>     |
| TOTAL FIXED COSTS                        |       |                       |          | \$ 167.60        |
| <b>5. TOTAL COSTS</b>                    |       |                       |          | \$ 592.92        |
| <b>6. NET RETURNS</b>                    |       |                       |          | \$ -22.02        |

LAND CHARGE BASED ON CURRENT CASH RENT PRICE IN REGION. ALLOTMENT RENT BASE  
2. CENTS PER POUND. IRRIG COSTS BASED ON SIDEROLL SPRINKLER SYSTEM AT 24 AC  
PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS PROJECTED 197

**PEANUTS, SPANISH, IRRIGATED, LOWER SOUTH CENTRAL TEXAS REGION  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT**

| OPERATION       | ITEM NO. | DATE | TIMES OVER | LABOR HOURS   | MACHINE HOURS | FUEL, OIL, LUB., PER ACRE | FIXED REP. COSTS PER ACRE |
|-----------------|----------|------|------------|---------------|---------------|---------------------------|---------------------------|
| MOLDOBOARD PLOW | 3.31     | SEPT | 1.00       | 0.976         | 0.542         | 3.70                      | 6.76                      |
| TANDEM DISC     | 3.33     | SEPT | 1.00       | 0.397         | 0.220         | 1.50                      | 2.66                      |
| PICKUP          | 10       | SEPT | 0.10       | 0.125         | 0.100         | 0.27                      | 0.20                      |
| GRASS DRILL     | 3.48     | OCT  | 1.00       | 0.453         | 0.252         | 1.94                      | 3.67                      |
| PICKUP          | 10       | OCT  | 0.10       | 0.125         | 0.100         | 0.27                      | 0.20                      |
| MOLDOBOARD PLOW | 3.31     | FEB  | 1.00       | 0.976         | 0.542         | 3.70                      | 6.76                      |
| SPRAYER, HERB.  | 3.63     | FEB  | 1.00       | 0.449         | 0.249         | 1.52                      | 2.58                      |
| TANDEM DISC     | 3.33     | FEB  | 2.00       | 0.793         | 0.441         | 3.00                      | 5.33                      |
| PICKUP          | 10       | FEB  | 0.10       | 0.125         | 0.100         | 0.27                      | 0.20                      |
| LISTER BEDDER   | 3.36     | MAR  | 1.00       | 0.539         | 0.299         | 1.90                      | 3.29                      |
| PLANTER, PEANUT | 3.59     | MAR  | 1.20       | 0.457         | 0.254         | 1.78                      | 3.28                      |
| ROLLING CULT.   | 3.43     | MAR  | 1.00       | 0.363         | 0.201         | 1.33                      | 2.36                      |
| PICKUP          | 10       | MAR  | 0.10       | 0.125         | 0.100         | 0.27                      | 0.20                      |
| APPL. INSECT.   | 3.67     | APR  | 2.00       | 0.897         | 0.499         | 3.02                      | 5.08                      |
| ROLLING CULT.   | 3.43     | APR  | 1.00       | 0.363         | 0.201         | 1.33                      | 2.36                      |
| PICKUP          | 10       | APR  | 0.10       | 0.125         | 0.100         | 0.27                      | 0.20                      |
| APPL. INSECT.   | 3.67     | MAY  | 1.00       | 0.449         | 0.249         | 1.51                      | 2.54                      |
| PICKUP          | 10       | MAY  | 0.10       | 0.125         | 0.100         | 0.27                      | 0.20                      |
| SPRAYER         | 3.65     | MAY  | 2.00       | 1.134         | 0.630         | 4.03                      | 7.07                      |
| PICKUP          | 10       | JUNE | 0.10       | 0.125         | 0.100         | 0.27                      | 0.20                      |
| SPRAYER         | 3.65     | JUNE | 2.00       | 1.134         | 0.630         | 4.03                      | 7.07                      |
| PICKUP          | 10       | JULY | 0.10       | 0.125         | 0.100         | 0.27                      | 0.20                      |
| SPRAYER         | 3.65     | JULY | 1.00       | 0.567         | 0.315         | 2.01                      | 3.53                      |
| DIGGER, PEANUT  | 3.61     | AUG  | 1.00       | 1.173         | 0.652         | 4.48                      | 8.05                      |
| COMBINE, PEANUT | 13       | AUG  | 1.00       | 0.855         | 0.684         | 20.97                     | 23.41                     |
| <b>TOTALS</b>   |          |      |            | <b>12.975</b> | <b>7.662</b>  | <b>63.91</b>              | <b>97.36</b>              |

LAND CHARGE BASED ON CURRENT CASH RENT PRICE IN REGION. ALLOTMENT RENT BASED ON 2. CENTS PER POUND. IRRIG COSTS BASED ON SIDEROLL SPRINKLER SYSTEM AT 24 ACIN.  
PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS PROJECTED 1979

BUDGET IDENTIFICATION NUMBER--- 9520176011720 0  
ANNUAL CAPITAL MONTH 8

**WATERMELONS, DRYLAND, LOWER SOUTH CENTRAL TEXAS  
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>   |       |                       |          | \$               |
| WATERMELONS                                | CWT.  | 4.75                  | 125.00   | <u>593.75</u>    |
| TOTAL                                      |       |                       |          | \$ 593.75        |
| <b>2. VARIABLE COSTS</b>                   |       |                       |          | \$               |
| PREHARVEST                                 |       |                       |          | \$               |
| SEED                                       | LBS   | 5.50                  | 4.00     | 22.00            |
| FERT(40-40-20)                             | ACRE  | 13.30                 | 1.00     | 13.30            |
| FERTILIZER APPLI                           | ACRE  | 2.00                  | 1.00     | 2.00             |
| INSECTICIDE                                | APPL  | 4.88                  | 2.00     | 9.76             |
| FUNGICIDE                                  | APPL  | 4.28                  | 2.00     | 8.56             |
| INSECT & FUNGI A                           | APPL  | 2.00                  | 2.00     | 4.00             |
| HERBICIDE                                  | ACRE  | 9.64                  | 1.00     | 9.64             |
| BEE RENT                                   | ACRE  | 6.00                  | 1.00     | 6.00             |
| HAND LABOR                                 | HOURL | 3.25                  | 5.00     | 16.25            |
| MACHINERY                                  | ACRE  | 3.08                  | 1.00     | 3.08             |
| TRACTORS                                   | ACRE  | 16.13                 | 1.00     | 16.13            |
| LABOR(TRACTOR & MACHINERY)                 | HOURL | 4.00                  | 5.23     | 20.94            |
| INTEREST ON OP. CAP.                       | DOL.  | 0.09                  | 23.92    | <u>2.27</u>      |
| SUBTOTAL, PRE-HARVEST                      |       |                       |          | \$ 133.92        |
| HARVEST COSTS                              |       |                       |          | \$               |
| HARVEST & SELL                             | CWT.  | 1.75                  | 100.00   | <u>175.00</u>    |
| SUBTOTAL, HARVEST                          |       |                       |          | \$ 175.00        |
| TOTAL VARIABLE COST                        |       |                       |          | \$ 308.92        |
| <b>3. BREAK EVEN PRICE, VARIABLE COSTS</b> | CWT.  |                       |          | 2.471            |
| <b>4. FIXED COSTS</b>                      |       |                       |          | \$               |
| MACHINERY                                  | ACRE  | 5.98                  | 1.00     | 5.98             |
| TRACTORS                                   | ACRE  | 15.53                 | 1.00     | 15.53            |
| LAND (NET RENT)                            | ACRE  | 30.00                 | 1.00     | <u>30.00</u>     |
| TOTAL FIXED COSTS                          |       |                       |          | \$ 51.51         |
| <b>5. TOTAL COSTS</b>                      |       |                       |          | \$ 360.44        |
| <b>6. BREAK EVEN PRICE, TOTAL COSTS</b>    | CWT.  |                       |          | 2.883            |

LAND CHARGE BASED ON CURRENT CASH RENT PRICE IN REGION.

PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED 1970

WATERMELONS, DRYLAND, LOWER SOUTH CENTRAL TEXAS  
ESTIMATED COSTS AND RETURNS PER ACRE  
HIGH LEVEL MANAGEMENT

FUEL, OIL, FIXED  
TIMES LABOR MACHINE LUB. REP. COSTS  
NO. DATE OVER HOURS HOURS PER ACRE PER ACRE  
OPERATION

| ITEM   | NO.  | DATE | OVER  | HOURS | HOURS | PER ACRE | PER ACRE |
|--------|------|------|-------|-------|-------|----------|----------|
| OCT    | 7.33 | 2.00 | 0.793 | 0.441 | 3.17  | 3.70     | 0.10     |
| OCT    | 10   | 0.05 | 0.062 | 0.050 | 0.14  | 0.10     | 0.10     |
| JAN    | 10   | 0.05 | 0.062 | 0.050 | 0.14  | 0.10     | 0.10     |
| FEB    | 7.63 | 1.00 | 0.449 | 0.249 | 1.62  | 1.66     | 1.85     |
| FEB    | 7.33 | 1.00 | 0.397 | 0.220 | 1.59  | 1.85     | 0.10     |
| FEB    | 10   | 0.05 | 0.062 | 0.050 | 0.14  | 0.10     | 0.10     |
| MAR    | 7.44 | 2.00 | 1.269 | 0.705 | 5.06  | 6.20     | 0.10     |
| MAR    | 10   | 0.05 | 0.062 | 0.050 | 0.14  | 0.10     | 0.10     |
| APR    | 7.65 | 1.50 | 0.851 | 0.473 | 3.20  | 3.56     | 0.10     |
| APR    | 10   | 0.05 | 0.062 | 0.050 | 0.14  | 0.10     | 0.10     |
| MAY    | 7.65 | 1.50 | 0.851 | 0.473 | 3.20  | 3.56     | 0.10     |
| MAY    | 10   | 0.05 | 0.062 | 0.050 | 0.14  | 0.10     | 0.10     |
| JUNE   | 10   | 0.20 | 0.250 | 0.200 | 0.54  | 0.39     | 0.10     |
| TOTALS |      |      | 5.235 | 3.061 | 19.20 | 21.51    |          |

LAND CHARGE BASED ON CURRENT CASH RENT PRICE IN REGION.

PREPARED BY TOM JONES, TAEX, WESLACO, TEXAS

PROJECTED 1979

BUDGET IDENTIFICATION NUMBER— 9741170011700 0  
ANNUAL CAPITAL MONTH 6