

CORN, NORTHEAST TEXAS 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.  | 1.95                  | 65.00    | <u>126.75</u>    |
| TOTAL                             |      |                       |          | \$ 126.75        |
| 2. VARIABLE COSTS                 |      |                       |          |                  |
| PREHARVEST                        |      |                       |          | \$               |
| FERT (100-60-60)                  | ACRE | 35.60                 | 1.00     | 35.60            |
| SEED                              | LBS. | 0.43                  | 10.00    | 4.30             |
| HERBICIDE                         | ACRE | 6.25                  | 0.60     | 3.75             |
| MACHINERY                         | ACRE | 4.82                  | 1.00     | 4.82             |
| TRACTORS                          | ACRE | 13.48                 | 1.00     | 13.48            |
| LABOR (TRACTOR & MACHINERY)       | HOUR | 3.00                  | 3.88     | 11.65            |
| INTEREST ON OP. CAP.              | DOL. | 0.10                  | 35.35    | <u>3.53</u>      |
| SUBTOTAL, PRE-HARVEST             |      |                       |          | \$ 77.13         |
| HARVEST COSTS                     |      |                       |          | \$               |
| CUSTOM PICKING                    | BU.  | 0.30                  | 65.00    | 19.50            |
| CUSTOM HAUL                       | BU.  | 0.10                  | 65.00    | <u>6.50</u>      |
| SUBTOTAL, HARVEST                 |      |                       |          | \$ 26.00         |
| TOTAL VARIABLE COST               |      |                       |          | \$ 103.13        |
| 3. INCOME ABOVE VARIABLE COSTS    |      |                       |          | \$ 23.62         |
| 4. FIXED COSTS                    |      |                       |          | \$               |
| MACHINERY                         | ACRE | 4.94                  | 1.00     | 4.94             |
| TRACTORS                          | ACRE | 9.87                  | 1.00     | 9.87             |
| LAND (NET RENT)                   | ACRE | 10.00                 | 1.00     | <u>10.00</u>     |
| TOTAL FIXED COSTS                 |      |                       |          | \$ 24.81         |
| 5. TOTAL COSTS                    |      |                       |          | \$ 127.94        |
| 6. NET RETURNS                    |      |                       |          | \$ -1.19         |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

CORN, NORTHEAST 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       | SEPT | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| SHREDDER(4R) T   | 1,31     | OCT  | 1.00       | 0.277        | 0.185         | 1.60                           | 1.62                 |
| PICKUP           | 10       | DEC  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| MB PLOW(4B) T    | 1,37     | FEB  | 1.00       | 0.834        | 0.556         | 4.30                           | 3.65                 |
| TANDEM DISC T    | 2,34     | FEB  | 1.00       | 0.283        | 0.189         | 1.14                           | 1.22                 |
| RENTD.FERT.APPL1 | 3,86     | FEB  | 1.00       | 0.118        | 0.079         | 0.27                           | 0.23                 |
| PICKUP           | 10       | MAR  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| LISTER-BEDDER T  | 1,47     | MAR  | 1.00       | 0.388        | 0.258         | 1.97                           | 1.64                 |
| SPRAYER,HERB. T  | 2,49     | MAR  | 1.20       | 0.558        | 0.372         | 1.99                           | 1.67                 |
| TANDEM DISC T    | 34       | MAR  | 1.00       | 0.0          | 0.189         | 0.20                           | 0.54                 |
| PICKUP           | 10       | APR  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| PLANTER T        | 1,39     | APR  | 1.00       | 0.310        | 0.207         | 1.81                           | 1.87                 |
| TOOL BAR CULT. T | 1,43     | MAY  | 1.00       | 0.365        | 0.244         | 1.85                           | 1.53                 |
| PICKUP           | 10       | JULY | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| PICKUP           | 10       | AUG  | 0.10       | <u>0.125</u> | <u>0.100</u>  | <u>0.53</u>                    | <u>0.14</u>          |
| TOTALS           |          |      |            | 3.884        | 2.878         | 18.30                          | 14.81                |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

BUDGET IDENTIFICATION NUMBER--- 72 0110021100 0  
ANNUAL CAPITAL MONTH 8

CORN, NORTHEAST TEXAS 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.   | 1.95                  | 90.00    | <u>175.50</u>    |
| TOTAL                             |       |                       |          | \$ 175.50        |
| 2. VARIABLE COSTS                 |       |                       |          | \$               |
| PREHARVEST                        |       |                       |          |                  |
| FERT (140-80-80)                  | ACRE  | 48.80                 | 1.00     | 48.80            |
| SEED                              | LBS.  | 0.43                  | 10.00    | 4.30             |
| HERBICIDE                         | ACRE  | 6.25                  | 1.00     | 6.25             |
| MACHINERY                         | ACRE  | 4.67                  | 1.00     | 4.67             |
| TRACTORS                          | ACRE  | 12.27                 | 1.00     | 12.27            |
| LABOR (TRACTOR & MACHINERY)       | HOURL | 3.00                  | 3.61     | 10.82            |
| INTEREST ON OP. CAP.              | DOL.  | 0.10                  | 44.57    | <u>4.46</u>      |
| SUBTOTAL, PRE-HARVEST             |       |                       |          | \$ 91.57         |
| HARVEST COSTS                     |       |                       |          | \$               |
| CUSTOM PICKING                    | BU.   | 0.30                  | 90.00    | 27.00            |
| CUSTOM HAUL                       | BU.   | 0.10                  | 90.00    | <u>9.00</u>      |
| SUBTOTAL, HARVEST                 |       |                       |          | \$ 36.00         |
| TOTAL VARIABLE COST               |       |                       |          | \$ 127.57        |
| 3. INCOME ABOVE VARIABLE COSTS    |       |                       |          | \$ 47.93         |
| 4. FIXED COSTS                    |       |                       |          | \$               |
| MACHINERY                         | ACRE  | 4.56                  | 1.00     | 4.56             |
| TRACTORS                          | ACRE  | 8.99                  | 1.00     | 8.99             |
| LAND (NET RENT)                   | ACRE  | 10.00                 | 1.00     | <u>10.00</u>     |
| TOTAL FIXED COSTS                 |       |                       |          | \$ 23.55         |
| 5. TOTAL COSTS                    |       |                       |          | \$ 151.12        |
| 6. NET RETURNS                    |       |                       |          | \$ 24.38         |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

CORN, NORTHEAST 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 |
|------------------|----------|------|------------|--------------|---------------|--------------------------|---------------------------|
| PICKUP           | 10       | SEPT | 0.10       | 0.125        | 0.100         | 0.53                     | 0.14                      |
| SHREDDER(4R)     | H 1,65   | OCT  | 1.00       | 0.252        | 0.168         | 1.45                     | 1.47                      |
| PICKUP           | 10       | DEC  | 0.10       | 0.125        | 0.100         | 0.53                     | 0.14                      |
| MB PLOW(4B)      | H 1,71   | FEB  | 1.00       | 0.758        | 0.505         | 3.91                     | 3.32                      |
| TANDEM DISC      | H 2,68   | FEB  | 1.00       | 0.258        | 0.172         | 1.03                     | 1.11                      |
| RENTD.FERT.APPL1 | 3,86     | FEB  | 1.00       | 0.118        | 0.079         | 0.27                     | 0.23                      |
| PICKUP           | 10       | MAR  | 0.10       | 0.125        | 0.100         | 0.53                     | 0.14                      |
| LISTER-BEDDER    | H 1,81   | MAR  | 1.00       | 0.352        | 0.235         | 1.79                     | 1.49                      |
| SPRAYER,HERB.    | H 2,83   | MAR  | 1.20       | 0.508        | 0.338         | 1.81                     | 1.52                      |
| TANDEM DISC      | H 68     | MAR  | 1.00       | 0.0          | 0.172         | 0.18                     | 0.49                      |
| PICKUP           | 10       | APR  | 0.10       | 0.125        | 0.100         | 0.53                     | 0.14                      |
| PLANTER          | H 1,73   | APR  | 1.00       | 0.282        | 0.188         | 1.65                     | 1.70                      |
| TOOL BAR CULT.   | H 1,77   | MAY  | 1.00       | 0.331        | 0.221         | 1.68                     | 1.38                      |
| PICKUP           | 10       | JULY | 0.10       | 0.125        | 0.100         | 0.53                     | 0.14                      |
| PICKUP           | 10       | AUG  | 0.10       | <u>0.125</u> | <u>0.100</u>  | <u>0.53</u>              | <u>0.14</u>               |
| TOTALS           |          |      |            | 3.608        | 2.677         | 16.94                    | 13.55                     |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

BUDGET IDENTIFICATION NUMBER--- 72 0110011100 0

ANNUAL CAPITAL MONTH 8

COTTON, NORTHEAST TEXAS 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 |      |                       |          | \$               |
| COTTON LINT                       | LBS. | 0.45                  | 350.00   | 157.50           |
| COTTONSEED                        | TON  | 60.00                 | 0.28     | <u>16.80</u>     |
| TOTAL                             |      |                       |          | \$ 174.30        |
| 2. VARIABLE COSTS                 |      |                       |          | \$               |
| PREHARVEST                        |      |                       |          |                  |
| FERT. (50-40-40)                  | ACRE | 20.40                 | 1.00     | 20.40            |
| SEED                              | LBS. | 0.35                  | 24.00    | 8.40             |
| HERBICIDE                         | ACRE | 8.50                  | 1.00     | 8.50             |
| INSECTICIDE                       | ACRE | 3.75                  | 6.00     | 22.50            |
| MACHINERY                         | ACRE | 8.80                  | 1.00     | 8.80             |
| TRACTORS                          | ACRE | 19.24                 | 1.00     | 19.24            |
| LABOR (TRACTOR & MACHINERY)       | HOUR | 3.00                  | 7.84     | 23.53            |
| INTEREST ON OP. CAP.              | DOL. | 0.10                  | 41.04    | <u>4.10</u>      |
| SUBTOTAL, PRE-HARVEST             |      |                       |          | \$ 115.47        |
| HARVEST COSTS                     |      |                       |          | \$               |
| DEFOLIANT                         | ACRE | 5.50                  | 1.00     | 5.50             |
| STRIP & HAUL                      | CWT. | 1.75                  | 13.30    | 23.27            |
| GIN, BAG, TIES                    | CWT. | 1.90                  | 13.30    | 25.27            |
| HAUL, COMP & EDUC                 | BALE | 3.00                  | 0.73     | <u>2.19</u>      |
| SUBTOTAL, HARVEST                 |      |                       |          | \$ 56.23         |
| TOTAL VARIABLE COST               |      |                       |          | \$ 171.71        |
| 3. INCOME ABOVE VARIABLE COSTS    |      |                       |          | \$ 2.59          |
| 4. FIXED COSTS                    |      |                       |          | \$               |
| MACHINERY                         | ACRE | 6.97                  | 1.00     | 6.97             |
| TRACTORS                          | ACRE | 14.65                 | 1.00     | 14.65            |
| LAND (NET RENT)                   | ACRE | 15.00                 | 1.00     | <u>15.00</u>     |
| TOTAL FIXED COSTS                 |      |                       |          | \$ 36.62         |
| 5. TOTAL COSTS                    |      |                       |          | \$ 208.33        |
| 6. NET RETURNS                    |      |                       |          | \$ -34.03        |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

COTTON, NORTHEAST 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  | 0.18       | 0.225        | 0.180         | 0.95                           | 0.25                 |
| TOOL BAR CULT. T | 1,44     | NOV  | 1.00       | 0.243        | 0.162         | 1.25                           | 1.06                 |
| SHREDDER(4R) T   | 2,31     | NOV  | 1.00       | 0.277        | 0.185         | 1.19                           | 1.31                 |
| PICKUP           | 10       | NOV  | 0.18       | 0.225        | 0.180         | 0.95                           | 0.25                 |
| TOOL BAR CULT. T | 1,44     | FEB  | 1.00       | 0.243        | 0.162         | 1.25                           | 1.06                 |
| RENTD.FERT.APPL1 | 2,86     | MAR  | 1.00       | 0.118        | 0.079         | 0.39                           | 0.28                 |
| MB PLOW(3B) T    | 2,38     | MAR  | 1.00       | 1.105        | 0.737         | 3.94                           | 3.43                 |
| LISTER-BEDDER T  | 1,47     | MAR  | 1.00       | 0.388        | 0.258         | 1.97                           | 1.64                 |
| PLANTER T        | 2,39     | APR  | 1.20       | 0.372        | 0.248         | 1.62                           | 1.84                 |
| SPRAYER,HERB. T  | 3,49     | APR  | 1.00       | 0.465        | 0.310         | 1.19                           | 1.16                 |
| PICKUP           | 10       | APR  | 0.18       | 0.225        | 0.180         | 0.95                           | 0.25                 |
| TOOL BAR CULT. T | 2,43     | MAY  | 1.00       | 0.365        | 0.244         | 1.31                           | 1.12                 |
| SPRAYER,HERB. T  | 3,49     | MAY  | 2.00       | 0.930        | 0.620         | 2.38                           | 2.33                 |
| PICKUP           | 10       | MAY  | 0.18       | 0.225        | 0.180         | 0.95                           | 0.25                 |
| TOOL BAR CULT. T | 2,43     | JUNE | 1.00       | 0.365        | 0.244         | 1.31                           | 1.12                 |
| SPRAYER,HERB. T  | 3,49     | JUNE | 2.00       | 0.930        | 0.620         | 2.38                           | 2.33                 |
| PICKUP           | 10       | JUNE | 0.18       | 0.225        | 0.180         | 0.95                           | 0.25                 |
| SPRAYER,HERB. T  | 3,49     | JULY | 1.00       | 0.465        | 0.310         | 1.19                           | 1.16                 |
| PICKUP           | 10       | AUG  | 0.18       | 0.225        | 0.180         | 0.95                           | 0.25                 |
| PICKUP           | 10       | SEPT | 0.18       | <u>0.225</u> | <u>0.180</u>  | <u>0.95</u>                    | <u>0.25</u>          |
| TOTALS           |          |      |            | 7.843        | 5.439         | 28.04                          | 21.62                |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

BUDGET IDENTIFICATION NUMBER--- 93 0110021100 0  
ANNUAL CAPITAL MONTH 9

COTTON, NORTHEAST TEXAS 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 |      |                       |          | \$               |
| COTTON LINT                       | LBS. | 0.45                  | 450.00   | 202.50           |
| COTTONSEED                        | TON  | 60.00                 | 0.36     | <u>21.60</u>     |
| TOTAL                             |      |                       |          | \$ 224.10        |
| 2. VARIABLE COSTS                 |      |                       |          |                  |
| PREHARVEST                        |      |                       |          | \$               |
| FERT (50-40-40)                   | ACRE | 20.40                 | 1.00     | 20.40            |
| SEED                              | LBS. | 0.35                  | 24.00    | 8.40             |
| HERB. PREMERGE                    | ACRE | 8.50                  | 1.00     | 8.50             |
| INSECTICIDE                       | ACRE | 3.75                  | 6.00     | 22.50            |
| MACHINERY                         | ACRE | 6.60                  | 1.00     | 6.60             |
| TRACTORS                          | ACRE | 17.51                 | 1.00     | 17.51            |
| LABOR (TRACTOR & MACHINERY)       | HOUR | 3.00                  | 6.80     | 20.41            |
| INTEREST ON OP. CAP.              | DOL. | 0.10                  | 39.58    | <u>3.96</u>      |
| SUBTOTAL, PRE-HARVEST             |      |                       |          | \$ 108.27        |
| HARVEST COSTS                     |      |                       |          | \$               |
| DEFOLIANT                         | ACRE | 5.50                  | 1.00     | 5.50             |
| STRIP & HAUL                      | CWT. | 1.75                  | 17.10    | 29.92            |
| GIN, BAG, TIES                    | CWT. | 1.90                  | 17.10    | 32.49            |
| HAUL, COMP & EDUC                 | BALE | 3.00                  | 1.00     | <u>3.00</u>      |
| SUBTOTAL, HARVEST                 |      |                       |          | \$ 70.91         |
| TOTAL VARIABLE COST               |      |                       |          | \$ 179.19        |
| 3. INCOME ABOVE VARIABLE COSTS    |      |                       |          | \$ 44.91         |
| 4. FIXED COSTS                    |      |                       |          | \$               |
| MACHINERY                         | ACRE | 5.96                  | 1.00     | 5.96             |
| TRACTORS                          | ACRE | 13.33                 | 1.00     | 13.33            |
| LAND (NET RENT)                   | ACRE | 20.00                 | 1.00     | <u>20.00</u>     |
| TOTAL FIXED COSTS                 |      |                       |          | \$ 39.29         |
| 5. TOTAL COSTS                    |      |                       |          | \$ 218.48        |
| 6. NET RETURNS                    |      |                       |          | \$ 5.62          |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

COTTON, NORTHEAST 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       | OCT  | 0.11       | 0.137        | 0.110         | 0.58                           | 0.15                 |
| TOOL BAR CULT. H | 1.78     | NOV  | 1.00       | 0.220        | 0.147         | 1.13                           | 0.96                 |
| SHREDDER(4R) H   | 2.65     | NOV  | 1.00       | 0.252        | 0.168         | 1.08                           | 1.19                 |
| PICKUP           | 10       | NOV  | 0.11       | 0.137        | 0.110         | 0.58                           | 0.15                 |
| PICKUP           | 10       | DEC  | 0.11       | 0.137        | 0.110         | 0.58                           | 0.15                 |
| TOOL BAR CULT. H | 1.78     | FEB  | 1.00       | 0.220        | 0.147         | 1.13                           | 0.96                 |
| RENTD.FERT.APPL1 | 2.86     | MAR  | 1.00       | 0.118        | 0.079         | 0.39                           | 0.28                 |
| MB PLOW(3B) H    | 2.72     | MAR  | 1.00       | 1.004        | 0.670         | 3.58                           | 3.12                 |
| LISTER-BEDDER H  | 1.81     | MAR  | 1.00       | 0.352        | 0.235         | 1.79                           | 1.49                 |
| PLANTER H        | 2.73     | APR  | 1.20       | 0.338        | 0.226         | 1.47                           | 1.67                 |
| SPRAYER,HERB. H  | 3.83     | APR  | 1.00       | 0.423        | 0.282         | 1.08                           | 1.06                 |
| PICKUP           | 10       | APR  | 0.11       | 0.137        | 0.110         | 0.58                           | 0.15                 |
| TOOL BAR CULT. H | 2.77     | MAY  | 1.00       | 0.331        | 0.221         | 1.19                           | 1.02                 |
| SPRAYER,HERB. H  | 3.83     | MAY  | 2.00       | 0.846        | 0.564         | 2.16                           | 2.11                 |
| PICKUP           | 10       | MAY  | 0.11       | 0.137        | 0.110         | 0.58                           | 0.15                 |
| TOOL BAR CULT. H | 2.77     | JUNE | 1.00       | 0.331        | 0.221         | 1.19                           | 1.02                 |
| SPRAYER,HERB. H  | 3.83     | JUNE | 2.00       | 0.846        | 0.564         | 2.16                           | 2.11                 |
| PICKUP           | 10       | JUNE | 0.11       | 0.137        | 0.110         | 0.58                           | 0.15                 |
| SPRAYER,HERB. H  | 3.83     | JULY | 1.00       | 0.423        | 0.282         | 1.08                           | 1.06                 |
| PICKUP           | 10       | AUG  | 0.11       | 0.137        | 0.110         | 0.58                           | 0.15                 |
| PICKUP           | 10       | SEPT | 0.11       | <u>0.137</u> | <u>0.110</u>  | <u>0.58</u>                    | <u>0.15</u>          |

TOTALS

6.804

4.683

24.10

19.29

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

BUDGET IDENTIFICATION NUMBER--- 93 0110011100 0

ANNUAL CAPITAL MONTH 9

GRAIN SORGHUM, NORTHEAST TEXAS 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.  | 3.35                  | 28.50    | \$ <u>95.47</u>  |
| TOTAL                               |       |                       |          | \$ 95.47         |
| 2. VARIABLE COSTS                   |       |                       |          |                  |
| PREHARVEST                          |       |                       |          | \$               |
| FERT (70-40-40)                     | ACRE  | 24.40                 | 1.00     | 24.40 ✓          |
| SEED                                | LBS.  | 0.45                  | 7.20     | 3.24 ✓           |
| HERBICIDE                           | ACRE  | 5.00                  | 1.00     | 5.00 ✓           |
| INSECT. APPLI.                      | ACRE  | 4.75                  | 1.00     | 4.75 ✓           |
| MACHINERY                           | ACRE  | 4.91                  | 1.00     | 4.91 ✓           |
| TRACTORS                            | ACRE  | 19.95                 | 1.00     | 19.95 ✓          |
| LABOR (TRACTOR & MACHINERY)         | HOURL | 3.00                  | 5.66     | 16.98 ✓          |
| INTEREST ON OP. CAP.                | DOL.  | 0.10                  | 36.36    | <u>3.64</u>      |
| SUBTOTAL, PRE-HARVEST               |       |                       |          | \$ 82.86         |
| HARVEST COSTS                       |       |                       |          | \$               |
| CUST HARV & HAUL                    | CWT.  | 0.70                  | 28.50    | <u>19.95</u>     |
| SUBTOTAL, HARVEST                   |       |                       |          | \$ 19.95         |
| TOTAL VARIABLE COST                 |       |                       |          | \$ 102.81        |
| 3. BREAK-EVEN PRICE, VARIABLE COSTS | CWT.  |                       |          | 3.607            |
| 4. FIXED COSTS                      |       |                       |          | \$               |
| MACHINERY                           | ACRE  | 5.18                  | 1.00     | 5.18             |
| TRACTORS                            | ACRE  | 14.73                 | 1.00     | 14.73            |
| LAND (NET RENT)                     | ACRE  | 15.00                 | 1.00     | <u>15.00</u>     |
| TOTAL FIXED COSTS                   |       |                       |          | \$ 34.92         |
| 5. TOTAL COSTS                      |       |                       |          | \$ 137.73        |
| 6. BREAK-EVEN PRICE, TOTAL COSTS    | CWT.  |                       |          | 4.832            |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

GRAIN SORGHUM, NORTHEAST 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 |
|------------------|----------|------|------------|--------------|---------------|--------------------------------|----------------------|
| MB PLOW(3B)      | T 1,38   | AUG  | 1.00       | 1.105        | 0.737         | 5.58                           | 4.65                 |
| SHREDDER(4R)     | T 2,31   | AUG  | 1.00       | 0.277        | 0.185         | 1.19                           | 1.31                 |
| PICKUP           | 10       | AUG  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| MB PLOW(3B)      | T 1,38   | SEPT | 1.00       | 1.105        | 0.737         | 5.58                           | 4.65                 |
| LISTER-BEDDER    | T 1,47   | SEPT | 1.00       | 0.388        | 0.258         | 1.97                           | 1.64                 |
| PICKUP           | 10       | SEPT | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| RENTD.FERT.APPL1 | 3,86     | DEC  | 1.00       | 0.118        | 0.079         | 0.27                           | 0.23                 |
| LISTER-BEDDER    | T 1,47   | DEC  | 1.00       | 0.388        | 0.258         | 1.97                           | 1.64                 |
| PICKUP           | 10       | DEC  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| SPRAYER,HERB.    | T 2,49   | MAR  | 1.20       | 0.558        | 0.372         | 1.99                           | 1.67                 |
| PLANT-CULT       | T 58     | MAR  | 1.20       | 0.0          | 0.286         | 0.27                           | 0.65                 |
| SPRAYER,HERB.    | T 3,49   | MAR  | 1.30       | 0.605        | 0.403         | 1.55                           | 1.51                 |
| PICKUP           | 10       | MAR  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| TOOL BAR CULT.   | T 2,43   | APR  | 1.00       | 0.365        | 0.244         | 1.31                           | 1.12                 |
| PICKUP           | 10       | APR  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| PICKUP           | 10       | JULY | 0.10       | <u>0.125</u> | <u>0.100</u>  | <u>0.53</u>                    | <u>0.14</u>          |
| TOTALS           |          |      |            | 5.658        | 4.159         | 24.86                          | 19.92                |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

BUDGET IDENTIFICATION NUMBER--- 73 0110021100 0

ANNUAL CAPITAL MONTH 7

GRAIN SORGHUM, NORTHEAST TEXAS 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   |       |                       |          | \$               |
| GRAIN SORGHUM                       | CWT.  | 3.35                  | 43.00    | <u>144.05</u>    |
| TOTAL                               |       |                       |          | \$ 144.05        |
| 2. VARIABLE COSTS                   |       |                       |          | \$               |
| PREHARVEST                          |       |                       |          |                  |
| FERT (90-60-60)                     | ACRE  | 33.60                 | 1.00     | 33.60            |
| SEED                                | LBS.  | 0.45                  | 7.20     | 3.24             |
| HERBICIDE                           | ACRE  | 5.00                  | 1.00     | 5.00             |
| INSECT. APPLI.                      | ACRE  | 4.75                  | 2.00     | 9.50             |
| MACHINERY                           | ACRE  | 4.52                  | 1.00     | 4.52             |
| TRACTORS                            | ACRE  | 18.16                 | 1.00     | 18.16            |
| LABOR (TRACTOR & MACHINERY)         | HOURL | 3.00                  | 5.22     | 15.66            |
| INTEREST ON OP. CAP.                | DOL.  | 0.10                  | 38.58    | <u>3.86</u>      |
| SUBTOTAL, PRE-HARVEST               |       |                       |          | \$ 93.54         |
| HARVEST COSTS                       |       |                       |          | \$               |
| CUST HARV & HAUL                    | CWT.  | 0.70                  | 43.00    | <u>30.10</u>     |
| SUBTOTAL, HARVEST                   |       |                       |          | \$ 30.10         |
| TOTAL VARIABLE COST                 |       |                       |          | \$ 123.64        |
| 3. BREAK EVEN PRICE, VARIABLE COSTS | CWT.  |                       |          | 2.875            |
| 4. FIXED COSTS                      |       |                       |          | \$               |
| MACHINERY                           | ACRE  | 4.24                  | 1.00     | 4.24             |
| TRACTORS                            | ACRE  | 13.41                 | 1.00     | 13.41            |
| LAND (NET RENT)                     | ACRE  | 20.00                 | 1.00     | <u>20.00</u>     |
| TOTAL FIXED COSTS                   |       |                       |          | \$ 37.65         |
| 5. TOTAL COSTS                      |       |                       |          | \$ 161.29        |
| 6. BREAK EVEN PRICE, TOTAL COSTS    | CWT.  |                       |          | 3.751            |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

GRAIN SORGHUM, NORTHEAST 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 |
|------------------|----------|------|------------|--------------|---------------|--------------------------------|----------------------|
| MB PLOW(3B)      | H 1,72   | AUG  | 1.00       | 1.004        | 0.670         | 5.07                           | 4.23                 |
| SHREDDER(4R)     | H 2,65   | AUG  | 1.00       | 0.252        | 0.168         | 1.08                           | 1.19                 |
| PICKUP           | 10       | AUG  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| MB PLOW(3B)      | H 1,72   | SEPT | 1.00       | 1.004        | 0.670         | 5.07                           | 4.23                 |
| LISTER-BEDDER    | H 1,81   | SEPT | 1.00       | 0.352        | 0.235         | 1.79                           | 1.49                 |
| PICKUP           | 10       | OCT  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| RENTD.FERT.APPL1 | 3,86     | DEC  | 1.00       | 0.118        | 0.079         | 0.27                           | 0.23                 |
| LISTER-BEDDER    | H 1,81   | DEC  | 1.00       | 0.352        | 0.235         | 1.79                           | 1.49                 |
| PICKUP           | 10       | DEC  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| SPRAYER,HERB.    | H 2,83   | MAR  | 1.20       | 0.508        | 0.338         | 1.81                           | 1.52                 |
| ROLL. CULT       | H 94     | MAR  | 1.20       | 0.0          | 0.250         | 0.02                           | 0.04                 |
| SPRAYER,HERB.    | H 3,83   | MAR  | 1.30       | 0.550        | 0.367         | 1.41                           | 1.37                 |
| PICKUP           | 10       | MAR  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| TOOL BAR CULT.   | H 2,77   | APR  | 1.00       | 0.331        | 0.221         | 1.19                           | 1.02                 |
| PICKUP           | 10       | APR  | 0.10       | 0.125        | 0.100         | 0.53                           | 0.14                 |
| PICKUP           | 10       | JULY | 0.10       | <u>0.125</u> | <u>0.100</u>  | <u>0.53</u>                    | <u>0.14</u>          |
| TOTALS           |          |      |            | 5.222        | 3.831         | 22.68                          | 17.65                |

GOVERNMENT PAYMENT NOT INCLUDED.

PREPARED BY DR. JAMES T. LONG, TAEX, OVERTON, TEXAS

PROJECTED 1978

BUDGET IDENTIFICATION NUMBER--- 73 0110011100 0  
ANNUAL CAPITAL MONTH 7