Projections for Planning Purposes Only Not to be Used without Updating after February 20, 1998

Cow-Calf Production, Partially Improved Pasture Texas Coastal Bend Area (District 11)

1998 Projected Costs and Returns per Head ______ Your Quantity Unit \$ / Unit PRODUCTION Description Estimate 0.12Hd 9.000 cwt. CULL COWS BEEF 38.5000 HEIFER CALVES 0.30Hd 5.350 cwt. 77.0000 123.58 HEIFER REP. CALF 0.13Hd 5.700 cwt. 77.0000 57.06 STEER CALVES 0.43Hd 6.000 cwt. 85.0000 219.30 ========= Total GROSS Income 441.52 OPERATING INPUT or CUSTOM OPERATION Input Use Unit \$ / Unit Description Cost 4.800 cwt. 11.400 2.500 roll 45.000 20% PROTEIN 54.72 HAY 112.50 108.333 lb. SALT & MINERALS 0.300 32.50 VET. MEDICINE 2.000 head 6.000 12.00 Fuel 7.56 Lube 1.13 Repair 3.06 _____ Total OPERATING INPUT and CUSTOM OPERATION Costs 223.48 ______ Residual returns to capital, ownership labor, land, management, and profit 218.04 _____ CAPITAL INVESTMENT Description Quantity Unit Rate of Invested Return 213.209 Dol. 0.030 -0.297 Dol. 0.030 1757.503 Dol. Interest - IT Equity Interest - OC Equity 11.73 Interest - OC Earned -0.01 ======== Total CAPITAL INVESTMENT Costs 64.44 ______ Residual returns to ownership, labor, land, management, and profit 153.60 OWNERSHIP COST Description (Depreciation, Taxes, and Insurance) Machinery and Equipment 31.35 Livestock 13.94 Total OWNERSHIP Costs ______ Residual returns to labor, land, management, and profit _____ LABOR COST Description Input Use Unit Average Cost Rate 3.788 Hr. 5.750 Machinery and Equipment 21.78 Other 0.360 Hr. 5.250 1.89 ========= Total LABOR Costs 23.67 ------Residual returns to land, management, and profit ______ LAND COST Description Input Use Unit Rate of Return PASTURE COASTAL 25.000 Annual Lease 1.000 Acre 25.00 PASTURE OWNED Annual Taxes 7.000 Acre 1.750 12.25 Interest - IT Equity 2800.000 Dol. 0.030 84.00 _____ 121.25 -----Residual returns to management and profit ______ -WARNING- No Management Cost Specified ______ Residual returns to profit ______ Total Projected Cost of Production 478.13

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Cow-Calf Production, Partially Improved Pasture Texas Coastal Bend Area (District 11) 1998 Projected Costs and Returns per Head

1	JJO PIOJEC	ited Cos	LS allu	keturns per i	ieau	Your
GROSS INCOME Description	011	antity	Unit	\$ / Unit	Total	Estimate
======================================	-	======		========	========	======
CULL COWS BEEF	0.12Hd	9.000	cwt.	38.5000	41.58	
HEIFER CALVES	0.12Hd 0.30Hd		cwt.	77.0000	123.58	
HEIFER REP. CALF	0.13Hd		cwt.	77.0000	57.06	
STEER CALVES	0.43Hd	6.000	CWT.	85.0000	219.30	
Total GROSS Income					441.52	
VARIABLE COST Description					Total	
=======================================	====				========	
20% PROTEIN					54.72	
CATTLE EQUIPMENT					0.05	
FENCE					2.26	
FENCE PANEL					0.04	
HAY					112.50	
Interest - Earned					-0.01	
Interest - OC Equity					11.73	
LIVESTOCK LABOR					1.89	
PICKUP TRUCK 3/4 TON					30.39	
SALT & MINERALS					32.50	
SQUEEZE CHUTE					0.08	
STOCK SPRAYER					0.06	
STOCK SPRAILER STOCK TRAILER					0.42	
SUPPL. FEEDER					0.05	
TACK					0.05	
VET. EQUIPMENT					0.02	
VET. MEDICINE					12.00	
WORKING AREA					0.12	
Total MARIARIE GOCT					258.87	
Total VARIABLE COST					258.87	
GROSS INCOME minus VARIABLE CO	OST				182.66	
FIXED COST Description			Unit		Total	
	====		====		========	
Machinery and Equipment			Acre		59.83	
Livestock					38.18	
Land			Acre		121.25	
Total FIXED Cost					219.26	
Total of ALL Cost					478.13	
NET PROJECTED RETURNS					-36.61	