

Cotton, Dryland
 South Texas (12)
 1998 Projected Costs and Returns per Acre

| GROSS INCOME Description | Quantity | Unit | \$ / Unit | Total | Your Estimate |
|--|----------|------|-----------|---------------|---------------|
| COTTON LINT | 500.000 | lb. | 0.6900 | 345.00 | _____ |
| COTTONSEED | 0.405 | ton | 120.0000 | 48.60 | _____ |
| Total GROSS Income | | | | 393.60 | _____ |
| VARIABLE COST Description | Quantity | Unit | \$ / Unit | Total | |
| PREHARVEST | | | | | |
| NITROGEN (N) | 30.000 | lb. | .260 | 7.80 | _____ |
| PHOSPHATE | 30.000 | lb. | .300 | 9.00 | _____ |
| SEED | 18.000 | lb. | .950 | 17.10 | _____ |
| HERBICIDE | 1.000 | appl | 15.850 | 15.85 | _____ |
| CROP INSURANCE | 1.000 | acre | 15.000 | 15.00 | _____ |
| INSECTICIDE | 4.000 | appl | 6.900 | 27.60 | _____ |
| PESTICIDE APPL. | 4.000 | acre | 3.000 | 12.00 | _____ |
| Fuel & Lube - Machinery | | Acre | | 12.55 | _____ |
| Repairs - Machinery | | Acre | | 4.16 | _____ |
| Labor - Machinery | 3.596 | Hour | 7.501 | 26.97 | _____ |
| Total PREHARVEST | | | | 148.03 | _____ |
| HARVEST | | | | | |
| DEFOLIANT | 1.000 | acre | 10.360 | 10.36 | _____ |
| DEFOLIANT APPL. | 1.000 | acre | 3.500 | 3.50 | _____ |
| GIN, BAG, TIES | 500.000 | lb. | .110 | 55.00 | _____ |
| CUSTOM PICK&MOD | 16.700 | cwt. | 3.200 | 53.44 | _____ |
| Fuel & Lube - Machinery | | Acre | | 0.22 | _____ |
| Repairs - Machinery | | Acre | | 0.06 | _____ |
| Labor - Machinery | 0.103 | Hour | 7.475 | 0.77 | _____ |
| Labor - Other | 1.000 | Hour | 6.500 | 6.50 | _____ |
| Total HARVEST | | | | 129.84 | _____ |
| Interest - OC Borrowed | 98.755 | Dol. | 0.120 | 11.85 | _____ |
| Interest - Positive Cash | -1.231 | Dol. | 0.030 | -0.04 | _____ |
| Total VARIABLE COST | | | | 289.69 | _____ |
| Break-Even Price, Total Variable Cost \$ 0.48 per lb. of COTTON LINT | | | | | |
| GROSS INCOME minus VARIABLE COST | | | | 103.91 | _____ |
| FIXED COST Description | | Unit | | Total | |
| Machinery and Equipment | | Acre | | 66.95 | _____ |
| Land | | Acre | | 40.00 | _____ |
| Total FIXED Cost | | | | 106.95 | _____ |
| Break-Even Price, Total Cost \$ 0.69 per lb. of COTTON LINT | | | | | |
| Total of ALL Cost | | | | 396.64 | _____ |
| NET PROJECTED RETURNS | | | | -3.04 | _____ |

*Projections for Planning Purposes Only
Not to be Used without Updating after April 21, 1998*

B-1241 (C12)

| Date | Stage of Production | Type of Prod. | Product Name | Number of Units | Weight per Head | Cash Non-Cash | Landlord Share | Break Even Prod. |
|----------|---------------------|---------------|--------------|-----------------|-----------------|---------------|----------------|------------------|
| 08/20/98 | HARVEST | A | COTTON LINT | 500.0000 | .0000 | C | .00 | Y |
| 08/20/98 | HARVEST | A | COTTONSEED | .4050 | .0000 | C | .00 | N |

| Date | Stage of Production | Type of Input | Input Name | Number of Units | Cash Non-Cash | Fixed or Vari. | Landlord Share |
|----------|---------------------|---------------|--------------------------|-----------------|---------------|----------------|----------------|
| 09/10/97 | PREHARVEST | M | SHREDDING 4 ROW | 1.0000 | | | .00 |
| 09/15/97 | PREHARVEST | M | PLOWING 4 BOTTOM | .5000 | | | .00 |
| 09/15/97 | PREHARVEST | M | CHISELING 15 FT | .5000 | | | .00 |
| 09/20/97 | PREHARVEST | M | DISCING-OFFSET 13 FT | 1.0000 | | | .00 |
| 10/15/97 | PREHARVEST | M | DISCING-OFFSET 13 FT | 1.0000 | | | .00 |
| 11/15/97 | PREHARVEST | M | BEDDING 6 ROW | 1.0000 | | | .00 |
| 01/10/98 | PREHARVEST | E | NITROGEN (N) | 30.0000 | C | V | .00 |
| 01/10/98 | PREHARVEST | E | PHOSPHATE | 30.0000 | C | V | .00 |
| 01/10/98 | PREHARVEST | M | APPLY FERTILIZER | 1.0000 | | | .00 |
| 02/10/98 | PREHARVEST | M | CULTIVATING ROLLING | 1.0000 | | | .00 |
| 02/15/98 | PREHARVEST | E | SEED COTTON | 18.0000 | C | V | .00 |
| 02/15/98 | PREHARVEST | E | HERBICIDE DRY COTT | 1.0000 | C | V | .00 |
| 02/15/98 | PREHARVEST | M | PLANT & SPRAY | 1.0000 | | | .00 |
| 02/15/98 | PREHARVEST | E | CROP INSURANCE DRY COTT | 1.0000 | C | V | .00 |
| 03/05/98 | PREHARVEST | E | INSECTICIDE DRY COTT | 1.0000 | C | V | .00 |
| 03/05/98 | PREHARVEST | G | PESTICIDE APPL. COTTON | 1.0000 | C | V | .00 |
| 03/15/98 | PREHARVEST | M | CULTIVATING 6 ROW | 1.0000 | | | .00 |
| 03/20/98 | PREHARVEST | E | INSECTICIDE DRY COTT | 1.0000 | C | V | .00 |
| 03/20/98 | PREHARVEST | G | PESTICIDE APPL. COTTON | 1.0000 | C | V | .00 |
| 03/31/98 | PREHARVEST | M | PICKUP TRUCK 3/4 TON | 40.0000 | | | .00 |
| 04/10/98 | PREHARVEST | E | INSECTICIDE DRY COTT | 1.0000 | C | V | .00 |
| 04/10/98 | PREHARVEST | G | PESTICIDE APPL. COTTON | 1.0000 | C | V | .00 |
| 05/15/98 | PREHARVEST | E | INSECTICIDE DRY COTT | 1.0000 | C | V | .00 |
| 05/15/98 | PREHARVEST | G | PESTICIDE APPL. COTTON | 1.0000 | C | V | .00 |
| 05/20/98 | PREHARVEST | M | CULTIVATING 6 ROW | 1.0000 | | | .00 |
| 08/05/98 | HARVEST | E | DEFOLIANT DRY COTT | 1.0000 | C | V | .00 |
| 08/05/98 | HARVEST | G | DEFOLIANT APPL. | 1.0000 | C | V | .00 |
| 08/20/98 | HARVEST | G | GIN, BAG, TIES DRY COTT | 500.0000 | C | V | .00 |
| 08/20/98 | HARVEST | G | CUSTOM PICK&MOD DRY COTT | 16.7000 | C | V | .00 |
| 08/20/98 | HARVEST | K | CASH-RENT COTTON | 1.0000 | | F | .00 |
| 08/20/98 | HARVEST | M | HAULING COTTON | 1.0000 | | | .00 |
| 08/20/98 | HARVEST | H | HIRED LABOR | 1.0000 | C | V | .00 |