

Projections for Planning Purposes Only -- Not to be Used without Updating
2013 Estimated Costs and Returns per Acre
Dryland Sorghum - 100 Acres
Southwest Extension District - 10

| Crop Acres | | 100 | | | | Enterprise |
|--|----------|--------|---------------|-----------------|--------------------|--------------------|
| REVENUE | Quantity | Units | \$/Unit | Total | Total | Total |
| Sorghum | 30.00 | CWT | \$10.00 | \$300.00 | \$30,000.00 | \$30,000.00 |
| Other Revenue | 0.00 | Acre | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Other Revenue | 0.00 | Acre | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Total Revenue | | | | \$300.00 | \$30,000.00 | \$30,000.00 |
| VARIABLE COSTS | Quantity | Units | \$/Unit | Total | Total | Enterprise |
| Production Costs | | | | | | |
| Seed | | | | | | |
| Seed Sorghum | 0.17 | Bag | \$97.50 | \$16.58 | \$1,657.50 | |
| Crop Insurance | | | | | | |
| Crop Insurance Sorghum | 1 | Acre | \$2.50 | \$2.50 | \$250.00 | |
| Insecticide | | | | | | |
| Lanate | 0.5 | Pint | \$8.96 | \$4.48 | \$448.00 | |
| Dimethoate | 0.5 | Pint | \$5.58 | \$2.79 | \$279.00 | |
| Fertilizer | | | | | | |
| Nitrogen N32 | 40 | Pounds | \$0.60 | \$23.91 | \$2,390.63 | |
| Phosphate | 30 | Pounds | \$0.47 | \$14.17 | \$1,417.01 | |
| Miscellaneous Administrative Overhead | | | | | | |
| Misc. Overhead | 1 | Acre | \$1.20 | \$1.20 | \$120.00 | |
| Herbicide | | | | | | |
| Atrazine | 2 | Quart | \$3.63 | \$7.26 | \$726.00 | |
| Custom | | | | | | |
| Custom Application | 1.5 | Acre | \$5.00 | \$7.50 | \$750.00 | |
| Fertilizer Application | 1 | Acre | \$3.00 | \$3.00 | \$300.00 | |
| Custom Harvest | 1 | Acre | \$25.00 | \$25.00 | \$2,500.00 | |
| Custom Haul | 30 | CWT | \$0.30 | \$9.00 | \$900.00 | |
| Operator Labor | | | | | | |
| Tractors | 0.996 | Hour | \$0.00 | \$0.00 | \$0.00 | |
| Diesel Fuel | | | | | | |
| Tractors | 5.91154 | Gallon | \$3.30 | \$19.51 | \$1,950.81 | |
| Gasoline | | | | | | |
| Pickup | 0.91 | Gallon | \$3.20 | \$2.91 | \$291.20 | |
| Repairs & Maintenance | | | | | | |
| Tractors | 1 | Acre | \$9.41 | \$9.41 | \$940.60 | |
| Implements | 1 | Acre | \$4.18 | \$4.18 | \$418.16 | |
| Pickup | 1 | Acre | \$1.00 | \$1.00 | \$100.33 | |
| Interest on Credit Line | | | | | | |
| | | | 6.50% | \$3.48 | \$347.61 | |
| Total Variable Costs | | | | \$157.87 | \$15,786.84 | |
| Planned Returns Above Variable Costs: | | | | \$142.13 | \$14,213.16 | |
| Breakeven Price to Cover Variable Costs | | | \$5.26 | CWT | | |
| FIXED COSTS | Quantity | Units | \$/Unit | Total | Total | Enterprise |
| Machinery | | | | | | |
| Tractors | 1 | Acre | \$17.96 | \$17.96 | \$1,795.82 | |
| Implements | 1 | Acre | \$9.18 | \$9.18 | \$918.45 | |
| Pickup | 1 | Acre | \$3.62 | \$3.62 | \$361.67 | |
| Land Rent | | | | | | |
| | 1 | Acre | \$20.00 | \$20.00 | \$2,000.00 | |
| Total Fixed Costs | | | | \$50.76 | \$5,075.94 | |
| Total Specified Costs | | | | \$208.63 | \$20,862.78 | |
| Returns Above Specified Costs | | | | \$91.37 | \$9,137.22 | |
| Breakeven Price to Cover Total Costs | | | \$6.95 | CWT | | |

Breakeven Prices

| Yield Percent | Yield CWT | Variable Costs | | Total Costs | | |
|------------------|--------------|----------------|--------|-------------|--------|----------|
| | | Full | Tenant | Full | Tenant | Landlord |
| 75% | 22.50 | \$7.02 | \$7.02 | \$9.27 | \$9.27 | \$0.00 |
| 90% | 27.00 | \$5.85 | \$5.85 | \$7.73 | \$7.73 | \$0.00 |
| 100% | 30.00 | \$5.26 | \$5.26 | \$6.95 | \$6.95 | \$0.00 |
| 110% | 33.00 | \$4.78 | \$4.78 | \$6.32 | \$6.32 | \$0.00 |
| 125% | 37.50 | \$4.21 | \$4.21 | \$5.56 | \$5.56 | \$0.00 |

Information presented is prepared solely as a general guide and not intended to recognize or predict the costs and returns from any one operation.