

Table 14A. Income and Cash Operating Cost Summary, Wheat, Salome/Vicksburg, 1996

COUNTY: La Paz                      FARM: Salome Area (LaPaz)                      WATER SOURCE: McMULN                      TILLAGE: Conventional  
 CROP: Wheat, Winter                ACRES: 1.0    IRRIGATION SYSTEM: Flood Basin                SOIL: Sandy Loam  
 AREA: Salome/Wenden                YIELD: 5,800.0 Lb/Acre                            PREVIOUS CROP: Cotton, Upland                DATE: 10/02/96

| Item   | Unit  | Quantity | Price /Unit | Budgeted /Acre | Total /Acre | Your Farm Budget |
|--|-------|----------|-------------|----------------|-------------|------------------|
| INCOME -> Grain  | Pound | 5,800.00 | \$0.0581    | \$336.98       | \$336.98    | _____            |
| CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax) |       |          |             |                |             |                  |
| Paid Labor (including benefits)                                  |       |          |             |                | 34.28       | _____            |
| Tractor/Self Propelled   |       |          |             | 15.92          |             | _____            |
| Irrigation   |       |          |             | 18.36          |             | _____            |
| Chemicals & Custom Applications                                  |       |          |             |                | 78.49       | _____            |
| Fertilizers  |       |          |             | 60.67          |             | _____            |
| Insecticides   |       |          |             | 13.52          |             | _____            |
| Herbicides   |       |          |             | 4.30           |             | _____            |
| Farm Machinery and Vehicles                                      |       |          |             |                | 22.66       | _____            |
| Diesel Fuel  |       |          |             | 9.90           |             | _____            |
| Repairs & Maint.   |       |          |             | 12.76          |             | _____            |
| Irrigation (excluding labor)                                     |       |          |             |                | 153.07      | _____            |
| Natural Gas/Pumping  |       |          |             | 131.13         |             | _____            |
| Repairs & Maint.   |       |          |             | 21.94          |             | _____            |
| Other Purchased Inputs & Services                                |       |          |             |                | 18.90       | _____            |
| Seed/Transplants   |       |          |             | 18.90          |             | _____            |
| TOTAL CASH LAND PREPARATION AND GROWING EXPENSES                 |       |          |             |                | 307.39      | _____            |
| CASH HARVEST AND POST HARVEST EXPENSES                           |       |          |             |                |             |                  |
| Paid Labor (including benefits)                                  |       |          |             |                | 1.05        | _____            |
| Tractor/Self Propelled   |       |          |             | 1.05           |             | _____            |
| Farm Machinery and Vehicles                                      |       |          |             |                | 0.94        | _____            |
| Diesel Fuel  |       |          |             | 0.54           |             | _____            |
| Repairs & Maint.   |       |          |             | 0.40           |             | _____            |
| Custom Harvest/Post Harvest                                      |       |          |             |                | 52.30       | _____            |
| TOTAL HARVEST AND POST HARVEST EXPENSE                           |       |          |             |                | 54.29       | _____            |
| OPERATING OVERHEAD->PICKUP USE                                   |       |          |             |                | 9.19        | _____            |
| OPERATING INTEREST AT 8.0%                                       |       |          |             |                | 3.75        | _____            |
| TOTAL CASH OPERATING EXPENSES                                    |       |          |             |                | \$374.62    | =====            |
| RETURNS OVER CASH OPERATING EXPENSES                             |       |          |             |                | ( \$37.64)  | =====            |

Notes: The above figures do not include ownership costs, see Table 14B on Next Page for detailed cost allocation.

Table 14B. Allocation of Ownership Costs; Wheat, Salome/Vicksburg, 1996

|                     |                           |                                |                       |
|---------------------|---------------------------|--------------------------------|-----------------------|
| COUNTY: La Paz      | FARM: Salome Area (LaPaz) | WATER SOURCE: McMULN           | TILLAGE: Conventional |
| CROP: Wheat, Winter | ACRES: 1.0                | IRRIGATION SYSTEM: Flood Basin | SOIL: Sandy Loam      |
| AREA: Salome/Wenden | YIELD: 5,800.0 Lb/Acre    | PREVIOUS CROP: Cotton, Upland  | DATE: 10/02/96        |

| Item  | - CASH COST BASIS (\$/ACRE) - |             | - TOTAL COST BASIS (\$/ACRE) - |             |
|---|-------------------------------|-------------|--------------------------------|-------------|
|   | Income & Costs                | Net Returns | Income & Costs                 | Net Returns |
| TOTAL INCOME at \$ 0.0581/Lb                      | \$336.98                      |             | \$336.98                       |             |
| TOTAL OPERATING EXPENSES                          | 374.62                        |             | 374.62                         |             |
| RETURN OVER CASH OPERATING EXPENSES               |                               | ( \$37.64)  |                                | ( \$37.64)  |
| CASH OVERHEAD EXPENSES                            |                               |             |                                |             |
| Taxes, Housing & Insur., Farm Machinery           | 2.77                          |             | 2.77                           |             |
| Wells & Irrig. System                             | 9.66                          |             | 9.66                           |             |
| Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)     | 18.73                         |             | 18.73                          |             |
| General Farm Maint. ( 3% of Tot. Oper. Exp.)      | 11.24                         |             | 11.24                          |             |
| Total Cash Overhead Expenses                      | <u>42.40</u>                  |             | <u>42.40</u>                   |             |
| Total Cash Oper. & Over. Cost                     | 417.02                        |             | 417.02                         |             |
| RETURNS OVER CASH OPER. & OVER. EXPENSES.         |                               | ( 80.04)    |                                | ( 80.04)    |
| CAPITAL ALLOCATIONS (100% Equity)                 |                               |             |                                |             |
| Capital Replacement, Machinery & Vehicles         |                               |             | 15.60                          |             |
| Wells & Irrig. System                             |                               |             | 41.16                          |             |
| Interest on Equity, Machinery & Vehicles          |                               |             | 7.00                           |             |
| Wells & Irrig. System                             |                               |             | 20.13                          |             |
| Total Capital Allocations                         |                               |             | <u>83.88</u>                   |             |
| RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK       |                               | ( 80.04)    |                                |             |
| RETURNS TO LAND, MANAGEMENT & RISK                |                               |             |                                | ( 163.93)   |
| LAND COSTS / OWNERSHIP (100% Equity)              |                               |             |                                |             |
| Property Taxes (\$350 X 16% X .11487)             | 6.43                          |             | 6.43                           |             |
| Opport. Inter. on Land (100% X 6.0% X \$350)      |                               |             | 21.00                          |             |
| Total Land Costs                                  | <u>6.43</u>                   |             | <u>27.43</u>                   |             |
| RETURNS TO MANAGEMENT, CAPITAL & RISK             |                               | ( 86.47)    |                                |             |
| RETURNS TO MANAGEMENT & RISK                      |                               |             |                                | ( 191.36)   |
| Management Services ( 8% of Tot. Oper. Exp.)      |                               |             | 29.96                          |             |
| TOTAL OWNERSHIP COST                              | <u>48.83</u>                  |             | <u>183.69</u>                  |             |
| TOTAL COST  | <u>\$423.45</u>               |             | <u>\$558.31</u>                |             |
| RETURN TO MANAGEMENT, CAPITAL & RISK              |                               | ( \$86.47)  |                                |             |
| RETURN TO RISK (PROFITS)                          |                               |             |                                | ( \$221.33) |
| BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb) |                               | \$0.0645    |                                | \$0.0645    |
| BREAK-EVEN PRICE TO COVER OWNERSHIP COST          |                               | \$0.0084    |                                | \$0.0316    |
| BREAK-EVEN PRICE TO COVER TOTAL COST              |                               | \$0.0730    |                                | \$0.0962    |

Table 14C. Variable Operating Costs; Wheat, Salome/Vicksburg, 1996

COUNTY: La Paz FARM: Salome Area (LaPaz) WATER SOURCE: McMULN TILLAGE: Conventional  
 CROP: Wheat, Winter ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy Loam  
 AREA: Salome/Wenden YIELD: 5,800.0 Lb/Acre PREVIOUS CROP: Cotton, Upland DATE: 10/02/96

| No.                            | First Month | Operation                   | — Hours * — |       | Operating Costs (\$/Acre*) |         |           |           |       | Tot. Cash Expense | Class    |       |
|--------------------------------|-------------|-----------------------------|-------------|-------|----------------------------|---------|-----------|-----------|-------|-------------------|----------|-------|
|                                |             |                             | Machine     | Labor | Fuel/Rps.                  | Labor   | Cust/Ser. | Materials | Total |                   |          | Times |
| 1                              | Oct         | Disk                        | 0.225       | 0.250 | 3.46                       | 2.10    |           |           | 5.56  | 2.0               | 11.13    | L     |
| 2                              | Oct         | Plow                        | 0.180       | 0.200 | 2.47                       | 1.68    |           |           | 4.15  | 1.0               | 4.15     | L     |
| 3                              | Dec         | Apply Fert/Ground           | 0.113       | 0.125 | 1.36                       | 1.05    |           | 24.81     | 27.22 | 1.0               | 27.22    | G     |
| 4                              | Dec         | List                        | 0.257       | 0.286 | 3.67                       | 2.41    |           |           | 6.08  | 1.0               | 6.08     | L     |
| 5                              | Dec         | Plant                       | 0.200       | 0.222 | 2.38                       | 1.87    |           | 18.90     | 23.15 | 1.0               | 23.15    | L     |
| 6                              | Dec         | Disk Ends                   | 0.045       | 0.050 | 0.46                       | 0.42    |           |           | 0.88  | 2.0               | 1.75     | G     |
| 7                              | Dec         | Buck Rows                   | 0.022       | 0.025 | 0.14                       | 0.21    |           |           | 0.35  | 1.0               | 0.35     | G     |
| 8                              | Dec         | Make Ditches                | 0.113       | 0.125 | 0.94                       | 1.05    |           |           | 1.99  | 1.0               | 1.99     | G     |
| 9                              | Dec         | Irrigate                    |             | 0.667 | 43.73                      | 4.67    |           |           | 48.40 | 1.0               | 48.40    | G     |
| 10                             | Jan         | Irrigate/Run Fertilizer     |             | 0.333 | 18.22                      | 2.33    |           | 11.95     | 32.50 | 3.0               | 97.50    | G     |
| 11                             | Mar         | Apply Herbicide/Ground      | 0.113       | 0.125 | 1.12                       | 1.05    |           | 6.15      | 8.32  | 0.7               | 5.82     | G     |
| 12                             | Apr         | Irrigate                    |             | 0.318 | 18.22                      | 2.23    |           |           | 20.45 | 3.0               | 61.35    | G     |
| 13                             | May         | Apply Insecticide/Air       |             |       |                            |         | 6.00      | 7.52      | 13.52 | 1.0               | 13.52    | G     |
| 14                             | Jun         | Prepare Ends                | 0.113       | 0.125 | 0.94                       | 1.05    |           |           | 1.99  | 1.0               | 1.99     | H     |
| 15                             | Jun         | Combine Harvest             |             |       |                            |         | 37.80     |           | 37.80 | 1.0               | 37.80    | H     |
| 16                             | Jun         | Haul, Custom 58.0 CW        |             |       |                            |         | 14.50     |           | 14.50 | 1.0               | 14.50    | H     |
| 17                             | Jul         | Disk Residue                | 0.200       | 0.222 | 3.08                       | 1.87    |           |           | 4.95  | 1.0               | 4.95     | L     |
|                                |             | Pickup Use 35 Mi/Ac         | 1.170       |       | 9.19                       |         |           |           |       |                   | 9.19     | O     |
|                                |             | Operating Interest at 8.00% |             |       |                            |         | 6.54      |           |       |                   | 6.54     | O     |
| TOTAL CASH OPERATING EXPENSES: |             |                             |             |       | \$185.84                   | \$35.32 | \$64.84   | \$91.39   |       |                   | \$377.38 | T     |

\* NOTES: Machine and labor hours and operating cost are for one time over the designated acreage. The 'Tot. Cash Expense' column and the 'TOTAL CASH OPERATING EXPENSES:' row include all operations, all times over. Classes are defined below.

| OPERATING COST SUMMARY BY CLASS |          | SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre) |          |          |          |          |          |          |            |
|---------------------------------|----------|--|----------|----------|----------|----------|----------|----------|------------|
|                                 |          | Prices ->  |          | -25%     | -10%     | Budgeted | +10%     | +25%     |            |
| Land Preparation (L)            | \$49.45  |  |          |          |          |          |          |          |            |
| Growing (G)                     | 257.90   |  |          |          |          |          |          |          |            |
| Harvest (H)                     | 54.29    | Yields   |          | \$0.04   | \$0.05   | \$0.05   | \$0.06   | \$0.07   | Break-even |
| Post Harvest (P)                | 0.00     |  |          |          |          |          |          |          |            |
| Marketing (M)                   | 0.00     |  |          |          |          |          |          |          |            |
| Operating Overhead (O)          | 15.73    |  |          |          |          |          |          |          |            |
|                                 |          | Budgeted   | 5,800.0  | -174.25  | -136.34  | -111.07  | -85.79   | -47.88   | 0.08       |
|                                 |          | +10%   | 6,380.0  | -144.49  | -98.99   | -68.66   | -38.34   | 7.15     | 0.07       |
|                                 |          | +25%   | 7,250.0  | -124.64  | -74.09   | -40.40   | -6.70    | 43.84    | 0.06       |
| Total (T)                       | \$377.38 | Break-even Yield   | 9,443.06 | -104.80  | -49.19   | -12.13   | 24.93    | 80.53    | 0.06       |
|                                 |          |  |          | -75.03   | -11.85   | 30.27    | 72.39    | 135.57   | 0.05       |
|                                 |          |  |          | 9,443.06 | 7,526.05 | 6,628.90 | 5,922.87 | 5,106.96 |            |

Table 14D. Resource and Cash Flow Requirements; Wheat, Salome/Vicksburg, 1996

COUNTY: La Paz                      FARM: Salome Area (LaPaz)                      WATER SOURCE: McMULN                      TILLAGE: Conventional  
 CROP: Wheat, Winter                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Basin                      SOIL: Sandy Loam  
 AREA: Salome/Wenden                      YIELD: 5,800.0 Lb/Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 10/02/96

| Month *                    | Number Irrig. | Water Applied (Inches) | Total Labor (Hrs) | Operating Cost (\$/Acre) |                     |              |              |                 |              |       |               |
|----------------------------|---------------|------------------------|-------------------|--------------------------|---------------------|--------------|--------------|-----------------|--------------|-------|---------------|
|                            |               |                        |                   | Purchased Water          | Fuel, Oil & Repairs | Labor        | Chemicals    | Other Purchases | Services     | Total |               |
| OCT P                      |               |                        | 0.45              |                          | 5.93                | 3.78         |              |                 |              |       | 9.71          |
| DEC P                      | 1.0           | 12.0                   | 1.75              |                          | 56.14               | 13.78        | 24.81        | 18.90           |              |       | 113.63        |
| JAN C                      | 1.0           | 5.0                    | 0.33              |                          | 18.22               | 2.33         | 11.95        |                 |              |       | 32.50         |
| FEB C                      | 1.0           | 5.0                    | 0.33              |                          | 18.22               | 2.33         | 11.95        |                 |              |       | 32.50         |
| MAR C                      | 1.0           | 5.0                    | 0.42              |                          | 19.00               | 3.07         | 16.25        |                 |              |       | 38.32         |
| APR C                      | 2.0           | 10.0                   | 0.63              |                          | 36.44               | 4.46         |              |                 |              |       | 40.90         |
| MAY C                      | 1.0           | 5.0                    | 0.31              |                          | 18.22               | 2.23         | 7.52         |                 | 6.00         |       | 33.97         |
| JUN C                      |               |                        | 0.17              |                          | 1.40                | 1.47         |              |                 | 16.00        |       | 18.87         |
| JUL C                      |               |                        | 0.22              |                          | 3.08                | 1.87         |              |                 | 16.00        |       | 20.95         |
| Pickup Use 35 Mi/Ac        |               |                        |                   |                          | 9.19                |              |              |                 |              |       | 9.19          |
| Operating Interest at 8.0% |               |                        |                   |                          |                     |              |              |                 | 6.54         |       | 6.54          |
| <b>Total</b>               | <b>7.0</b>    | <b>42.0</b>            | <b>4.63</b>       |                          | <b>185.84</b>       | <b>35.33</b> | <b>72.48</b> | <b>18.90</b>    | <b>44.54</b> |       | <b>357.09</b> |
| <b>%</b>                   |               |                        |                   |                          | <b>52.04</b>        | <b>9.89</b>  | <b>20.30</b> | <b>5.29</b>     | <b>12.47</b> |       | <b>100.00</b> |

| TOTAL RESOURCES REQUIREMENTS (/Acre) |           | TOTAL ENERGY REQUIREMENTS (/Acre) |              |
|--------------------------------------|-----------|-----------------------------------|--------------|
| Total N                              | 178.8 lbs | Diesel Fuel                       | 10.8 Gal     |
| Total P                              | 78.0 lbs  | Regular Gas                       | 0.0 Gal      |
| Total K                              | 0.0 lbs   | NonLead Gas                       | 3.5 Gal      |
| Total Labor                          | 4.6 Hrs   |                                   |              |
| Total Water                          | 42.0 AI   | Natural Gas/Pumping               | 347.3 Therms |
|                                      |           | All Direct Energy                 | 36.6 M BTU   |

| EQUIPMENT REQUIREMENTS (/Acre) |          |                            |                           |
|--------------------------------|----------|----------------------------|---------------------------|
| Tractor, 150 PTO HP, MFWD      | 0.83 Hrs | Dbl. Offset Disk, 13'      | 0.74 Hrs                  |
| Tractor, 80 PTO HP, MFWD       | 0.23 Hrs | Fertilizer Spreader, 28'   | 0.11 Hrs                  |
| Disk-Lister, 6 Rw              | 0.26 Hrs | Grain Drill, 16'           | 0.20 Hrs                  |
| Blade Scraper, 10'             | 0.23 Hrs | Directed Spray Rig, 16 Row | 0.08 Hrs                  |
|                                |          |                            | Root Cutter-Puller, 6 Row |
|                                |          |                            | Tractor, 100 PTO HP, MFWD |
|                                |          |                            | Rowbuck, 10'              |
|                                |          |                            | Pickup Truck, 1/2 Ton     |

| MATERIALS REQUIREMENTS (/Acre) |           |                        |             |
|--------------------------------|-----------|------------------------|-------------|
| 11-52-00, Dry                  | 150.00 Lb | Milling Wheat Sd, Cert | 150.00 Lb   |
| 82-00-00, Anhyd. Ammonia       | 198.00 Lb | 2,4-d                  | 2.80 Pt     |
|                                |           |                        | Water, Pump |
|                                |           |                        | Dimethoate  |

| LABOR REQUIREMENTS (/Acre) |          |            |          |
|----------------------------|----------|------------|----------|
| Tractor                    | 2.02 Hrs | Irrigators | 2.62 Hrs |

\* NOTE: P = Previous Year C = Current Year N = Next Year

Table 14E Schedule of Operations; Wheat, Salome/Vicksburg, 1996

COUNTY: La Paz                      FARM: Salome Area (LaPaz)                      WATER SOURCE: McMULN                      TILLAGE: Conventional  
 CROP: Wheat, Winter                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Basin                      SOIL: Sandy Loam  
 AREA: Salome/Wenden                      YIELD: 5,800.0 Lb/Acre                      PREVIOUS CROP: Cotton, Upland                      DATE: 10/02/96

| No. | Month | First Times | Operation             | Equipment/Custom Oper. |                         | Job Rate<br>Acres/Hr | Material Use & Cost |            |           | Service Cost<br>\$/Unit | Labor<br>Type |
|-----|-------|-------------|-----------------------|------------------------|-------------------------|----------------------|---------------------|------------|-----------|-------------------------|---------------|
|     |       |             |                       | HP                     | Self-Prop./Implem.      |                      | Name                | Appl. Rate | \$/Unit   |                         |               |
| 1   | Oct   | 2.0         | Disk                  | 150                    | Dbl. Offset Disk, 13'   | 4.00                 |                     |            |           |                         | Tractor       |
| 2   | Oct   | 1.0         | Plow                  | 150                    | Root Cutter-Puller, 6 R | 5.00                 |                     |            |           |                         | Tractor       |
| 3   | Dec   | 1.0         | Apply Fert/Ground     | 80                     | Fertilizer Spreader, 28 | 8.00                 | 11-52-00, Dry       | 150.00 Lb  | 315.00 Tn |                         | Tractor       |
| 4   | Dec   | 1.0         | List                  | 100                    | Disk-Lister, 6 R        | 3.50                 |                     |            |           |                         | Tractor       |
| 5   | Dec   | 1.0         | Plant                 | 100                    | Grain Drill, 16'        | 4.50                 | Milling Wheat Sd,   | 150.00 Lb  | 12.00 CW  |                         | Tractor       |
| 6   | Dec   | 2.0         | Disk Ends             | 80                     | Dbl. Offset Disk, 13'   | 20.00                |                     |            |           |                         | Tractor       |
| 7   | Dec   | 1.0         | Buck Rows             | 80                     | Rowbuck, 10'            | 40.00                |                     |            |           |                         | Tractor       |
| 8   | Dec   | 1.0         | Make Ditches          | 100                    | Blade Scraper, 10'      | 8.00                 |                     |            |           |                         | Tractor       |
| 9   | Dec   | 1.0         | Irrigate              |                        |                         | 1.50                 | Water, Pump         | 12.00 AI   | 43.73 AF  |                         | Irrigator     |
| 10  | Jan   | 3.0         | Irrigate/Run Fertiliz |                        |                         | 3.00                 | Water, Pump         | 5.00 AI    | 43.73 AF  |                         | Irrigator     |
|     |       |             |                       |                        |                         |                      | 82-00-00, Anhyd. A  | 66.00 Lb   | 345.00 Tn |                         |               |
| 11  | Mar   | 0.7         | Apply Herbicide/Groun | 100                    | Directed Spray Rig, 16  | 8.00                 | 2,4-d               | 4.00 Pt    | 11.71 Ga  |                         | Tractor       |
| 12  | Apr   | 3.0         | Irrigate              |                        |                         | 3.10                 | Water, Pump         | 5.00 AI    | 43.73 AF  |                         | Irrigator     |
| 13  | May   | 1.0         | Apply Insecticide/Air |                        | CST Air Spray, 3 Gal Mi |                      | Dimethoate          | 2.00 Pt    | 28.63 Ga  | 6.00 Ac                 |               |
| 14  | Jun   | 1.0         | Prepare Ends          | 100                    | Blade Scraper, 10'      | 8.00                 |                     |            |           |                         | Tractor       |
| 15  | Jun   | 1.0         | Combine Harvest       |                        | CST Combine Wheat       |                      |                     |            |           | 17.50 Ac                |               |
| 16  | Jun   | 1.0         | Haul, Custom          |                        | CST Haul Grain          |                      |                     |            |           | 0.25 CW                 |               |
| 17  | Jul   | 1.0         | Disk Residue          | 150                    | Dbl. Offset Disk, 13'   | 4.50                 |                     |            |           |                         | Tractor       |
|     |       |             | Pickup Use 35 Mi/Ac   |                        | Pickup Truck, 1/2 Ton   | 0.86                 |                     |            |           |                         |               |

\* NOTE: Machine times, labor times, and material rates are for one time over the designated acreage.

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