

TABLE 1. Acreage Summary, Union County,
Projected 2019

| | |
|----------------------|--------------|
| BUDGET AREA..... | UNION COUNTY |
| FARM SIZE..... | 640 ACRES |
| IRRIGATION TYPE..... | DRYLAND |
| NUMBER OF CROPS..... | 2.... |

| ACREAGE SUMMARY: | LAND USE (ACRES) |
|------------------|---------------------|
| WHEAT | 136.0 |
| ARP | 0.00 |
| FLEX IN WHEAT | 24.00 |
| GRAIN SORGHUM | 391.00 |
| ARP | 0.00 |
| FLEX IN WHEAT | 69.00 |
| ROADS & FENCES | 20.00 |
| TOTAL | 640.0 |

TABLE 2. Basic cost information for Union County,
Projected 2019

| Item | | | |
|---------------------------------|------|------------------------------|---------|
| Labor Wage Rate: | | | |
| Equipment operators | | \$/hour | \$8.55 |
| General & Irrigators | | \$/hour | \$7.50 |
| Purchased Inputs: | | | |
| Seed: | | | |
| Wheat | | \$/pound | \$0.40 |
| Grain Sorghum | | \$/pound | \$2.05 |
| Diesel fuel | | \$/gallon | \$2.65 |
| Gasoline | | \$/gallon | \$2.35 |
| Employee Liability Insurance | | \$/ \$1,000 wages | \$20.00 |
| Employee Benefits | | percent/wages | 18.00% |
| Labor Downtime | | percent | 25.00% |
| Financial Rates: | | | |
| Operating Capital Interest Rate | | percent | 5.50% |
| Land Interest Rate | | percent | 5.00% |
| Equipment Interest Rate | | percent | 5.50% |
| Real Interest Rate | | percent | 3.00% |
| Land Taxes | | \$12.00 /acre (full value) | \$0.09 |
| Personal Property Tax Rate | - NR | \$/ \$1,000 (Assessed Value) | \$23.68 |
| | - R | | \$19.67 |
| Supervision Factor | | \$/labor hour | \$0.50 |
| Management Rate | | percent | 7.00% |

TABLE 3. Overhead cost information for Union County,
Projected 2019

| Item | | | |
|------------------------------------|--------|-------------------------------|-----------------|
| Electricity (Domestic & Shop) | | \$256.00 per month | \$3,072 |
| Telephone | | \$115.20 per month | \$1,382 |
| Accounting & Legal | | | \$1,229 |
| Misc. Supplies & Hand Tools | | | \$1,869 |
| Pickup and Auto | | | |
| miles | 19,776 | @ \$0.50 per mile | \$9,888 |
| Insurance | | | |
| - general liability (non-employee) | | | \$1,613 |
| - fire/theft | | | \$1,229 |
| Property Taxes | | | |
| - non-planted land | | | \$0 |
| - other than land & machinery | | | \$6,010 |
| Building repairs and maintenance | | | \$614 |
| Dues, fees, publications | | | \$461 |
| Farmstead Equipment | | | \$192 |
| | | Total | \$27,559 |
| | | Total per planted acre | \$44.45 |

TABLE 5. Wheat, dryland, budgeted per acre costs and returns for a 640 acre farm with above average management, Union County,
 Projected 2019
 Planting dates: August 15 - September 15
 Harvesting dates: July 1 - July 15

| ITEM | PRICE | YIELD | BASE | | | | | TOTAL |
|----------------------------------|------------|---------------------|------------------|----------------|----------------|----------------|----------------|-----------------|
| GROSS RETURNS | | | | | | | | |
| WHEAT | \$5.10 | 35.00 BUSHELS | | | | | | \$178.50 |
| PROGRAM PAYMENT | \$0.00 | 35.00 BUSHELS | 0.85 | | | | | \$0.00 |
| PLC PAYMENT | \$0.00 | | | | | | | \$0.00 |
| GRAZING | \$20.00 | 1.00 ACRE | | | | | | \$20.00 |
| TOTAL | | | | | | | | \$198.50 |
| PURCHASED INPUTS | | | | | | | | |
| | PRICE | QUANTITY | PURCHASED INPUTS | | | FIXED COST | TOTAL | |
| SEED | \$0.40 | 30.00 LBS | | \$12.00 | | | | \$12.00 |
| MANURE | \$2.70 | 5.00 TON | | \$13.50 | | | | \$13.50 |
| SUBTOTAL | | | | \$25.50 | | | | \$25.50 |
| PREHARVEST OPERATIONS | | | | | | | | |
| | POWER UNIT | ACCOMPLISHMENT RATE | PURCHASED INPUTS | LABOR | FUEL & LUBE | REPAIRS | FIXED COST | TOTAL |
| SWEEPS (3X) | 145 HP | 0.30 HR | | \$2.57 | \$7.13 | \$3.22 | \$7.66 | \$20.58 |
| DRILL | 145 HP | 0.18 HR | | \$1.54 | \$4.28 | \$1.15 | \$5.52 | \$12.49 |
| SUBTOTAL | | 0.48 HR | | \$4.10 | \$11.41 | \$4.37 | \$13.19 | \$33.07 |
| HARVEST OPERATIONS | | | | | | | | |
| COMBINE (CUSTOM) | | | | \$16.00 | | | | \$16.00 |
| HAUL (CUSTOM) | | | | \$5.60 | | | | \$5.60 |
| SUBTOTAL | | | | \$21.60 | | | | \$21.60 |
| OVERHEAD EXPENSES | | | | | | | | |
| DOWNTIME | | 0.12 HR | | \$1.03 | | | | \$1.03 |
| EMPLOYEE BENEFITS | | | | \$0.74 | | | | \$0.74 |
| INSURANCE | | | | \$0.08 | | | | \$0.08 |
| LAND TAXES | | | | | | | \$0.09 | \$0.09 |
| SUPERVISION AND MANAGEMENT | | | | \$14.14 | | | | \$14.14 |
| OTHER EXPENSES | | | | \$44.45 | | | | \$44.45 |
| SUBTOTAL | | 0.12 HR | | \$44.53 | \$15.90 | | \$0.09 | \$60.53 |
| TOTAL OPERATING EXPENSES | | 0.60 HR | | \$91.63 | \$20.00 | \$11.41 | \$4.37 | \$13.28 |
| NET OPERATING PROFIT | | | | | | | | \$57.81 |
| INTEREST ON OPERATING CAPITAL | | (\$18.49 @ | 5.50% |) | | | | \$1.02 |
| INTEREST ON EQUIPMENT INVESTMENT | | | | | | | | \$4.89 |
| RETURN TO LAND AND RISK | | | | | | | | \$51.90 |

| BUDGET SUMMARY | | | |
|--------------------------------|----------|----------------|---|
| GROSS RETURN | | \$198.50 | |
| VARIABLE OPERATING EXPENSES | \$107.41 | | |
| RETURN OVER VARIABLE EXPENSES | | \$91.09 | (GROSS MARGIN) |
| FIXED EXPENSES | \$13.28 | | |
| NET FARM INCOME | | \$77.81 | (RETURN TO CAPITAL, LABOR, LAND & RISK) |
| LABOR AND MANAGEMENT COST | \$20.00 | | |
| NET OPERATING PROFIT | | \$57.81 | (RETURN TO CAPITAL, LAND & RISK) |
| CAPITAL COSTS | \$5.91 | | |
| RETURN TO LAND AND RISK | | \$51.90 | |

TABLE 6. Grain sorghum, dryland, budgeted per acre costs and returns for a 640 acre farm with above average management, Union County,
 Projected 2019
 Planting dates: May 15 - June 15
 Harvesting dates: October 15 - November 15

| ITEM | PRICE | YIELD | BASE | | | | | | TOTAL | |
|----------------------------------|------------|---------------------|---|----------------|----------------|---------------|----------------|-----------------|------------------|----------------|
| GROSS RETURNS | | | | | | | | | | |
| GRAIN SORGHUM | \$6.33 | 15.00 CWT | | | | | | | \$94.88 | |
| PROGRAM PAYMENT | \$0.00 | 0.00 CWT | | | | | | | \$0.00 | |
| PLC PAYMENT | \$0.00 | 15.00 CWT | 0.85 | | | | | | \$0.00 | |
| TOTAL | | | | | | | | | \$94.88 | |
| PURCHASED INPUTS | | | | | | | | | | |
| | PRICE | QUANTITY | PURCHASED INPUTS | | | | | | FIXED COST | TOTAL |
| SEED | \$2.05 | 3 LBS | \$6.15 | | | | | | \$6.15 | |
| MANURE | \$2.75 | 5 TON | \$13.75 | | | | | | \$13.75 | |
| HERBICIDE | \$16.00 | 1 X/ACRE | \$16.00 | | | | | | \$16.00 | |
| SUBTOTAL | | | \$35.90 | | | | | | | \$35.90 |
| PREHARVEST OPERATIONS | | | | | | | | | | |
| | POWER UNIT | ACCOMPLISHMENT RATE | PURCHASED INPUTS | LABOR | FUEL & LUBE | REPAIRS | FIXED COST | TOTAL | | |
| SWEEPS | 145 HP | 0.10 HR | | \$0.86 | \$2.38 | \$1.07 | \$2.55 | \$6.86 | | |
| PLANTER | 145 HP | 0.17 HR | | \$1.45 | \$4.04 | \$1.26 | \$5.63 | \$12.38 | | |
| CULTIVATOR (2X) | 145 HP | 0.26 HR | | \$2.22 | \$6.18 | \$2.20 | \$6.06 | \$16.66 | | |
| SUBTOTAL | | 0.53 HR | | \$4.53 | \$12.59 | \$4.53 | \$14.25 | \$35.90 | | |
| HARVEST OPERATIONS | | | | | | | | | | |
| COMBINE (CUSTOM) | | | \$20.50 | | | | | | \$20.50 | |
| HAUL (CUSTOM) | | | \$2.85 | | | | | | \$2.85 | |
| SUBTOTAL | | 0.00 HR | \$23.35 | | | | | | \$23.35 | |
| OVERHEAD EXPENSES | | | | | | | | | | |
| DOWNTIME | | 0.13 HR | | \$1.13 | | | | | \$1.13 | |
| EMPLOYEE BENEFITS | | | | \$0.82 | | | | | \$0.82 | |
| INSURANCE | | | \$0.09 | | | | | \$0.09 | | |
| LAND TAXES | | | | | | | \$0.09 | \$0.09 | | |
| SUPERVISION AND MANAGEMENT | | | | \$6.91 | | | | | \$6.91 | |
| OTHER EXPENSES | | | \$44.45 | | | | | \$44.45 | | |
| SUBTOTAL | | 0.13 HR | \$44.54 | \$8.85 | | | | \$0.09 | \$53.49 | |
| TOTAL OPERATING EXPENSES | | 0.66 HR | \$103.79 | \$13.39 | \$12.59 | \$4.53 | \$14.34 | \$148.64 | | |
| NET OPERATING PROFIT | | | | | | | | | (\$53.77) | |
| INTEREST ON OPERATING CAPITAL | | (\$24.18 @ | 5.50% |) | | | | | \$1.33 | |
| INTEREST ON EQUIPMENT INVESTMENT | | | | | | | | | \$5.27 | |
| RETURN TO LAND AND RISK | | | | | | | | | (\$60.36) | |
| BUDGET SUMMARY | | | | | | | | | | |
| GROSS RETURN | | | \$94.88 | | | | | | | |
| VARIABLE OPERATING EXPENSES | \$120.91 | | | | | | | | | |
| RETURN OVER VARIABLE EXPENSES | | (\$26.04) | (GROSS MARGIN) | | | | | | | |
| FIXED EXPENSES | \$14.34 | | | | | | | | | |
| NET FARM INCOME | | (\$40.38) | (RETURN TO CAPITAL, LABOR, LAND & RISK) | | | | | | | |
| LABOR AND MANAGEMENT COST | \$13.39 | | | | | | | | | |
| NET OPERATING PROFIT | | (\$53.77) | (RETURN TO CAPITAL, LAND & RISK) | | | | | | | |
| CAPITAL COSTS | \$6.60 | | | | | | | | | |
| RETURN TO LAND AND RISK | | (\$60.36) | | | | | | | | |

TABLE 7. Summary of per acre costs and returns for a 640 acre farm with above average management, Union County, Projected 2019

| | WHEAT | GRAIN SORGHUM |
|----------------------------------|----------|------------------|
| | BU | CWT |
| PRIMARY YIELD | 35.00 | 15.00 |
| PRIMARY PRICE | \$5.10 | \$6.33 |
| GOVERNMENT PAYMENTS | \$0.00 | \$0.00 |
| SECOND INCOME | \$20.00 | \$0.00 |
| GROSS RETURN | \$198.50 | \$94.88 |
| CASH OPERATING EXPENSES | | |
| SEED | \$12.00 | \$6.15 |
| FERTILIZER | \$13.50 | \$13.75 |
| CHEMICALS | | \$16.00 |
| CROP INSURANCE | | |
| OTHER PURCHASED INPUTS | | |
| CANAL WATER | | |
| FUEL, OIL & LUBRICANTS-EQUIPMENT | \$11.41 | \$12.59 |
| FUEL-IRRIGATION | | |
| REPAIRS | \$4.37 | \$4.53 |
| CUSTOM CHARGES | \$21.60 | \$23.35 |
| LAND TAXES | \$0.09 | \$0.09 |
| OTHER EXPENSES | \$44.53 | \$44.54 |
| TOTAL CASH EXPENSES | \$107.50 | \$121.00 |
| RETURN OVER CASH EXPENSES | \$91.00 | (\$26.13) |
| FIXED EXPENSES | \$13.19 | \$14.25 |
| TOTAL EXPENSES | \$120.69 | \$135.25 |
| NET FARM INCOME | \$77.81 | (\$40.38) |
| LABOR AND MANAGEMENT COSTS | \$20.00 | \$13.39 |
| NET OPERATING PROFIT | \$57.81 | (\$53.77) |
| CAPITAL COSTS | | |
| INTEREST ON OPERATING CAPITAL | \$1.02 | \$1.33 |
| INTEREST ON EQUIPMENT INVESTMENT | \$4.89 | \$5.27 |
| TOTAL CAPITAL COSTS | \$5.91 | \$6.60 |
| RETURN TO LAND AND RISK | \$51.90 | (\$60.36) |
| Flex Computation | 69.98 | -40.85 |

TABLE 8. Whole farm summary, Union County,
Projected 2019

| | | |
|----------------------------------|--------------|------------|
| GROSS RETURNS | | |
| WHEAT | 229.00 ACRES | |
| CROP | | \$40,877 |
| GRAZING | | \$4,580 |
| PROGRAM PAYMENT | | \$0 |
| PLC PAYMENT | | \$0 |
| GRAIN SORGHUM | 391.00 ACRES | |
| CROP | | \$37,096 |
| PROGRAM PAYMENT | | \$0 |
| PLC PAYMENT | | \$0 |
| GROSS RETURN | | \$82,553 |
| CASH OPERATING EXPENSES | | |
| SEED | | \$5,153 |
| FERTILIZER | | \$8,468 |
| CHEMICALS | | \$6,256 |
| CROP INSURANCE | | \$0 |
| OTHER PURCHASED INPUTS | | \$0 |
| CANAL WATER | | \$0 |
| FUEL, OIL & LUBRICANTS-EQUIPMENT | | \$7,536 |
| FUEL-IRRIGATION | | \$0 |
| REPAIRS | | \$2,771 |
| CUSTOM CHARGES | | \$14,076 |
| LAND TAXES | | \$59 |
| OTHER EXPENSES | | \$27,613 |
| TOTAL CASH EXPENSES | | \$71,931 |
| RETURN OVER CASH EXPENSES | | \$10,622 |
| FIXED EXPENSES | | \$8,591 |
| TOTAL EXPENSES | | \$80,522 |
| NET FARM INCOME | | \$2,030 |
| LABOR AND MANAGEMENT COSTS | | \$9,815 |
| NET OPERATING PROFIT | | (\$7,785) |
| CAPITAL COSTS | | |
| INTEREST ON OPERATING CAPITAL | | \$753 |
| INTEREST ON EQUIPMENT INVESTMENT | | \$3,180 |
| TOTAL CAPITAL COSTS | | \$3,933 |
| RETURN TO LAND AND RISK | | (\$11,717) |

| LAND VALUE | RETURN TO RISK* | RETURN ON INVESTMENT** |
|-------------|-----------------|------------------------|
| \$100 /ACRE | (\$13,637) | -6.59% |
| \$200 /ACRE | (\$15,557) | -4.27% |
| \$300 /ACRE | (\$17,477) | -3.16% |

* RETURN TO LAND AND RISK MINUS (INTEREST RATE TIMES LAND VALUE TIMES ACREAGE)

** NET OPERATING PROFIT DIVIDED BY (MACHINERY AND EQUIPMENT VALUE PLUS LAND VALUE)