

**Sunflowers, Dryland**  
 Texas High Plains  
 2000 Projected Costs and Returns per Acre

| GROSS INCOME Description         | Quantity | Unit  | \$ / Unit | Total  | Your Estimate |
|----------------------------------|----------|-------|-----------|--------|---------------|
| SUNFLOWERS                       | 15.000   | cwt.  | 10.0000   | 150.00 | _____         |
| Total GROSS Income               |          |       |           | 150.00 | _____         |
| VARIABLE COST Description        | Quantity | Unit  | \$ / Unit | Total  |               |
| PREHARVEST                       |          |       |           |        |               |
| FERTILIZER (N)                   | 50.000   | lb.   | .270      | 13.50  | _____         |
| FERTILIZER APPL.                 | 1.000    | acre  | 3.000     | 3.00   | _____         |
| HERBICIDE                        | 1.000    | acre  | 10.375    | 10.37  | _____         |
| SEED                             | 3.000    | lb.   | 3.800     | 11.40  | _____         |
| INSECTICIDE+APPL                 | 1.000    | appl  | 7.350     | 7.35   | _____         |
| INSECTICIDE+APPL                 | 1.000    | appl  | 12.000    | 12.00  | _____         |
| Fuel & Lube - Machinery          |          | Acres |           | 10.94  | _____         |
| Repairs - Machinery              |          | Acres |           | 6.76   | _____         |
| Labor - Machinery                | 2.669    | Hour  | 7.001     | 18.68  | _____         |
| Total PREHARVEST                 |          |       |           | 94.01  | _____         |
| Interest - OC Borrowed           | 44.537   | Dol.  | 0.096     | 4.28   | _____         |
| HARVEST                          |          |       |           |        |               |
| CUSTOM HARVEST                   | 1.000    | acre  | 15.000    | 15.00  | _____         |
| CUSTOM HAULING                   | 15.000   | cwt.  | .250      | 3.75   | _____         |
| Total HARVEST                    |          |       |           | 18.75  | _____         |
| Total VARIABLE COST              |          |       |           | 117.05 | _____         |
| GROSS INCOME minus VARIABLE COST |          |       |           | 32.95  | _____         |
| FIXED COST Description           |          | Unit  |           | Total  |               |
| Machinery and Equipment          |          | Acres |           | 70.22  | _____         |
| Land                             |          | Acres |           | 15.00  | _____         |
| Total FIXED Cost                 |          |       |           | 85.22  | _____         |
| Total of ALL Cost                |          |       |           | 202.27 | _____         |
| NET PROJECTED RETURNS            |          |       |           | -52.27 | _____         |

*Projections for Planning Purposes Only  
Not to be Used without Updating after December 15, 1999*

*B-1241 (C1&2)*

| Date     | Stage of Production | Type of Prod. | Product Name | Number of Units | Weight per Head | Cash Non-Cash | Landlord Share | Break Even Prod. |
|----------|---------------------|---------------|--------------|-----------------|-----------------|---------------|----------------|------------------|
| 09/30/00 | HARVEST             | A             | SUNFLOWERS   | 15.0000         | .0000           | C             | .00            | Y                |

| Date     | Stage of Production | Type of Input | Input Name                | Number of Units | Cash Non-Cash | Fixed or Vari. | Landlord Share |
|----------|---------------------|---------------|---------------------------|-----------------|---------------|----------------|----------------|
| 12/19/99 | PREHARVEST          | M             | SHREDDING                 | 1.0000          |               |                | .00            |
| 02/09/00 | PREHARVEST          | M             | CHISELING                 | 1.0000          |               |                | .00            |
| 02/28/00 | PREHARVEST          | M             | DISCING TANDEM            | 1.0000          |               |                | .00            |
| 03/24/00 | PREHARVEST          | E             | FERTILIZER (N) DRY        | 50.0000         | C             | V              | .00            |
| 03/24/00 | PREHARVEST          | G             | FERTILIZER APPL. DRY      | 1.0000          |               |                | .00            |
| 04/09/00 | PREHARVEST          | E             | HERBICIDE SUNFLOWD        | 1.0000          | C             | V              | .00            |
| 04/09/00 | PREHARVEST          | M             | DISC & SPRAY              | 1.0000          |               |                | .00            |
| 04/14/00 | PREHARVEST          | M             | LISTING                   | 1.0000          |               |                | .00            |
| 05/09/00 | PREHARVEST          | M             | ROD WEEDING               | 1.0000          |               |                | .00            |
| 05/09/00 | PREHARVEST          | M             | PICKUP TRUCK 3/4 TON      | 20.0000         |               |                | .00            |
| 05/19/00 | PREHARVEST          | E             | SEED SUNFLOWR             | 3.0000          | C             | V              | .00            |
| 05/19/00 | PREHARVEST          | M             | PLANTING                  | 1.0000          |               |                | .00            |
| 05/24/00 | PREHARVEST          | M             | SAND FIGHTING             | 1.0000          |               |                | .00            |
| 05/31/00 | PREHARVEST          | M             | ROTARY HOE                | 1.0000          |               |                | .00            |
| 06/14/00 | PREHARVEST          | M             | CULTIVATING 8 ROW         | 1.0000          |               |                | .00            |
| 06/19/00 | PREHARVEST          | G             | INSECTICIDE+APPL SUNFLOW1 | 1.0000          | C             | V              | .00            |
| 06/26/00 | PREHARVEST          | G             | INSECTICIDE+APPL SUNFLOW2 | 1.0000          | C             | V              | .00            |
| 06/30/00 | PREHARVEST          | M             | CULTIVATING 8 ROW         | 1.0000          |               |                | .00            |
| 07/14/00 | PREHARVEST          | M             | CULTIVATING 8 ROW         | 1.0000          |               |                | .00            |
| 08/31/00 | PREHARVEST          | M             | DISCING TANDEM            | .2000           |               |                | .00            |
| 09/30/00 | HARVEST             | G             | CUSTOM HARVEST SUNFLOWD   | 1.0000          | C             | V              | .00            |
| 09/30/00 | HARVEST             | G             | CUSTOM HAULING SUNFLOWR   | 15.0000         | C             | V              | .00            |
| 09/30/00 | HARVEST             | K             | CASH-RENT SUNFLOWD        | 1.0000          |               | F              | .00            |