

| item                                          | unit | price                   | quantity | amount   | Sub-total | your farm      |
|-----------------------------------------------|------|-------------------------|----------|----------|-----------|----------------|
| <b>INCOME</b>                                 |      |                         |          |          |           |                |
| Product                                       |      |                         |          |          |           |                |
| Forage Sorghum Hay                            | ton  | \$68.49                 | 2.75     | \$188.35 | \$188.35  | _____          |
|                                               |      |                         |          |          | -----     |                |
| --TOTAL INCOME--                              |      |                         |          |          | \$188.35  | _____          |
| <b>EXPENSES</b>                               |      |                         |          |          |           |                |
| Fertilizers                                   |      |                         |          |          |           |                |
| Nitrogen                                      | lb   | \$0.32                  | 62.24    | \$25.58  |           |                |
| Phosphorus                                    | lb   | \$0.40                  | 26.22    | \$10.58  | \$36.16   | _____          |
| Herbicides                                    |      |                         |          |          |           |                |
| Burndown                                      |      |                         |          | \$23.39  | \$23.39   | _____          |
| Seeds                                         |      |                         |          |          |           |                |
|                                               |      |                         |          |          | \$23.85   | _____          |
| Miscellaneous                                 |      |                         |          |          |           |                |
|                                               |      |                         |          |          | \$5.50    | _____          |
| Labor (beyond custom field operations)        |      |                         |          |          |           |                |
|                                               |      |                         |          |          | \$15.00   | _____          |
| Custom Field Operations                       |      |                         |          |          |           |                |
| Fertilizer application                        |      |                         |          | \$5.46   |           |                |
| Hay                                           |      |                         |          | \$65.00  |           |                |
| Planting                                      |      |                         |          | \$16.85  |           |                |
| Spraying                                      |      |                         |          | \$11.32  | \$98.64   | _____          |
| Interest on operating capital                 |      |                         |          |          |           |                |
|                                               |      | 6.5% on direct expenses |          | \$6.58   | \$6.58    | _____          |
| Cash rent                                     |      |                         |          |          |           |                |
|                                               |      |                         |          |          | \$60.00   | _____          |
|                                               |      |                         |          |          | -----     |                |
| --TOTAL SPECIFIED EXPENSES--                  |      |                         |          |          | \$269.11  | _____          |
|                                               |      |                         |          |          | =====     |                |
| <b>RETURNS ABOVE TOTAL SPECIFIED EXPENSES</b> |      |                         |          |          |           | -\$80.76 _____ |

| item                                    | unit | price   | quantity | amount   | Sub-total | your farm |
|-----------------------------------------|------|---------|----------|----------|-----------|-----------|
| <b>INCOME</b>                           |      |         |          |          |           |           |
| Product                                 |      |         |          |          |           |           |
| Forage Sorghum Hay                      | ton  | \$68.49 | 2.75     | \$188.35 | \$188.35  | _____     |
| Other                                   |      |         |          |          |           |           |
| Govt payments, indemnity payments, etc. |      |         |          |          |           | _____     |
| --TOTAL INCOME--                        |      |         |          |          | \$188.35  | _____     |
| <b>DIRECT EXPENSES</b>                  |      |         |          |          |           |           |
| Fertilizers                             |      |         |          |          |           |           |
| A - DAP (18-46-0) (1)                   | lb   | \$0.24  | 57.00    | \$13.86  |           |           |
| A - Urea                                | lb   | \$0.20  | 113.00   | \$22.29  | \$36.16   | _____     |
| --- ACTUAL POUNDS - 62 N, 26 P, 0 K     |      |         |          |          |           |           |
| Herbicides                              |      |         |          |          |           |           |
| A - 2, 4-D LV Ester (2)                 | oz   | \$0.14  | 16.00    | \$2.26   |           |           |
| A - Atrazine 4L                         | qt   | \$3.30  | 2.00     | \$6.60   |           |           |
| A - Dicamba                             | oz   | \$0.34  | 24.00    | \$8.10   |           |           |
| A - Glyphosate generic                  | oz   | \$0.10  | 64.00    | \$6.42   | \$23.39   | _____     |
| Seeds                                   |      |         |          |          |           |           |
| Forage Sorghum                          | lb   | \$1.59  | 15.00    | \$23.85  | \$23.85   | _____     |
| Miscellaneous                           |      |         |          |          |           |           |
| Forage Sorghum Hay_West_Dry             | acre | \$5.50  | 1.00     | \$5.50   | \$5.50    | _____     |
| Labor (beyond custom field operations)  |      |         |          |          |           |           |
| Additional labor                        | hour | \$15.00 | 1.00     | \$15.00  | \$15.00   | _____     |
| Custom Field Operations                 |      |         |          |          |           |           |
| FERTAPP-Dry fertilizer                  | acre | \$5.46  | 1.00     | \$5.46   |           |           |
| HAY-Baling (large round)                | bale | \$13.08 | 3.67     | \$48.00  |           |           |
| HAY-Swathing and conditioning           | acre | \$17.00 | 1.00     | \$17.00  |           |           |
| PLANT-Milo, minimum till                | acre | \$16.85 | 1.00     | \$16.85  |           |           |
| SPRAY-Ground herbicide                  | acre | \$5.66  | 2.00     | \$11.32  | \$98.64   | _____     |
| Other                                   |      |         |          |          |           |           |
| Crop consulting, drying, etc.           |      |         |          |          |           | _____     |
| Interest on operating capital           |      |         |          |          |           |           |
| 6.5% on direct expenses                 |      |         |          | \$6.58   | \$6.58    | _____     |
| --TOTAL DIRECT EXPENSES--               |      |         |          |          | \$209.11  | _____     |
| -----Direct expense per ton \$76.04     |      |         |          |          |           |           |
| <b>FIXED EXPENSES</b>                   |      |         |          |          |           |           |
| Cash rent                               |      |         |          |          |           |           |
| All crops_West_dry                      | acre | \$40.00 | 1.50     | \$60.00  | \$60.00   | _____     |
| --TOTAL FIXED EXPENSES--                |      |         |          |          | \$60.00   | _____     |
| --TOTAL SPECIFIED EXPENSES--            |      |         |          |          | \$269.11  | _____     |
| -----Total expenses per ton \$97.86     |      |         |          |          |           |           |
| RETURNS ABOVE DIRECT EXPENSES           |      |         |          |          |           | -\$20.76  |
| RETURNS ABOVE TOTAL SPECIFIED EXPENSES  |      |         |          |          |           | -\$80.76  |