Sodville Farms

- Headquartered in Odem, TX approximately 20 miles North of Corpus Christi
- 11,000 acre custom farming operation
  - 5,500 acres cotton
  - 5,500 acres grain sorghum
- Owner Andrew Miller owned approximately 2,500 acres the rest was custom farmed
- Sodville Farms consisted of owner/manager, a foreman, and six hired laborers
• Drove Tractors
• Learned to operate John Deere picker baler
• Sprayed turn rows
• Learned how to calibrate GPS

• Diagnose and repair equipment malfunctions
• Learned the basics of growing, maintaining, and harvesting cotton
Cultural Diversity

- South African Food
- Afrikaans
Homework

- Return On Investment (ROI)
- Budgeting
- Efficiency losses
- Marketing
- Buying/Leasing Equipment
<table>
<thead>
<tr>
<th>Return on Investment for a GPS System</th>
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<tbody>
<tr>
<td><strong>Acres</strong></td>
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<tr>
<td><strong>Avg Yield of Grain Sorghum</strong></td>
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<tr>
<td><strong>Price of Grain Sorghum</strong></td>
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<tr>
<td><strong>Yield Loss sustained when GPS is not used</strong></td>
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<tr>
<td><strong>Cost of GPS</strong></td>
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</table>

**ROI** = \( \frac{(\text{Gain From Investment} - \text{Cost of Investment})}{\text{Cost of Investment}} \)

| **Gain From Investment** | 21600 |
| **Cost of Investment** | 15000 |
| **ROI** | 44% |

For a farmer farming one thousand acres of grain sorghum, purchasing a new GPS system costing $15,000 can be a hard choice to make if you do not know if it will pay, but being able to calculate your Returns On Investment (ROI) can make this easier to comprehend. If the GPS system cost $15,000 and you increase your yield by 6% because you will damage less crops while running your rotary hoe then your gains will be $21,600. That is with an average of 4500 pounds per acre and a selling price of $8. This will give the farmer returns of 44% on his investment.
### Efficiency Loss

<table>
<thead>
<tr>
<th></th>
<th>Acres Per Day</th>
<th>Hours per Day</th>
<th>Acres Per Hour</th>
<th>Cost Per Hour For Lease</th>
<th>Acres</th>
<th>Efficiency Loss</th>
<th>Acres Loss per hour</th>
<th>Hours to Cut 7500 Acres When Separated</th>
<th>Hours to Cut 7500 Acres When Together</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acres Per Day</td>
<td>250</td>
<td>10</td>
<td>25</td>
<td>150</td>
<td>7500</td>
<td>15%</td>
<td>3.75</td>
<td>300</td>
<td>353</td>
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<tr>
<td>Extra Hours to Complete Harvest</td>
<td>53</td>
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<td>Extra Cost to run Combines</td>
<td>$7,950.00</td>
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<tr>
<td>Have to pay 6 employees 5 extra hours for 5 extra days in order to get a 10 hour work day on combines</td>
<td>$1,575.00</td>
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<tr>
<td>Total Loss if Combines are not run efficiently</td>
<td>$9,525.00</td>
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</table>
Relating to Economics

- Futures and Options **AGEC 448**
- Finding your Competitive Advantage
- Efficiency **AGEC 217**
- Budgeting **AGEC 424/425**
- Different policies and their impacts on our operation **AG Policy**
- Keeping the company from being sued by using different forms of consent and disposing of chemicals properly **AG Law**
- Communication skills **AGEC 315**
What I wish I knew before Starting

- Spanish
Impact on Career

• Definitely was a plus

• Will continue to pursue this career in the future
Questions?