## HIGHBUSH BLUEBERRIES, Kentucky, 2014 (Wholesale/Retail Marketing)

Soil Buildup Year Summary

	Quantity	Unit	\$ /Unit		Total	Your Estimate
GROSS RETURNS						
PRODUCTION Soil Test	2 a	issays	\$ 15.00	\$	30.00	]
Sulfur		ounds	\$ 0.35	\$		
Herbicide		uarts	\$ 9.00	\$	18.00	
Grass Seed	10 II	os	\$ 2.35	\$	23.50	
Fertilizer (10-10-10)	800 II		\$ 0.40		320.00	
Variable Machinery Costs	1 a	acre	\$ 35.48	\$	35.48	
Interest				\$	22.91	
TOTAL PRODUCTION COST				\$	677.39	
<b>RETURN ABOVE VARIABLE COSTS</b>				\$	677.39	
FIXED COSTS						
Fixed Machinery & Equipment Costs	1 a	icre	\$ 33.93	\$	33.93	
TOTAL FIXED COST				\$	33.93	
				Ŧ		
TOTAL COSTS				\$	711.32	
				Ŷ		
RETURN TO OPERATOR LABOR, LAND,	CAPITAL, ANI	D MGT.		\$	(711.32)	
Operator and Unpaid Family Labor	1.66 h	nrs	\$ 15.00	\$	24.90	
TOTAL OPERATOR AND UNPAID FAMILY	LABOR			\$	24.90	
RETURN TO LAND, CAPITAL, AND MAN	AGEMENT			\$	(736.22)	
,				L *	(	

## HIGHBUSH BLUEBERRIES, Kentucky 2014 Planting Year Summary

	Quantity	Unit	\$/Unit		Total	Your Estimate
GROSS RETURNS						
VARIABLE COSTS						
PRODUCTION	4 -		¢ 0.00	۴	0.00	
Herbicide (Burndown) Plants	1 q 605 p	luarts	\$ 9.00 \$ 2.75	\$ \$	9.00 1,663.75	
Peat Moss		ales	\$ 25.00	φ \$	350.00	
Fertilizer (Ammonium Sulfate)	61 1		\$ 0.60	\$	36.60	
Mulch (Sawdust)	1 a	icre	\$ 250.00	\$	250.00	
Herbicide (Planting)	1 1	os	\$ 125.00	\$	125.00	
Herbicide (Midseason)	2.5 p	oints	\$ 11.13	\$	27.83	
Insecticide	2 1		\$ 6.65	\$	13.30	
Seed Grass	10 lt		\$ 2.35	\$	23.50	
Fall Herbicide	8 lt	OS	\$ 14.00	\$	112.00	
Hired Labor						
Planting & Hoeing	58.00 h		\$ 9.00			
TOTAL HIRED LABOR	58 h	ours	\$ 9.00	\$	522.00	
Irrigation	6 n	nonths	\$ 41.33	\$	248.00	
Variable Machinery Costs		icre	\$ 138.07	\$	138.07	
Interest	1 a	icre		\$	123.17	
TOTAL PRODUCTION COST				\$ 3	3,642.22	
RETURN ABOVE VARIABLE COSTS					3,642.22)	
				•		
FIXED COSTS						
Fixed Machinery Costs	1 a	icre	\$ 110.45	\$	110.45	
Fixed Costs on Irrigation System	1 y	ear	\$ 258.00	\$	258.00	
TOTAL FIXED COST				\$	368.45	
				<i>•</i>	4 0 4 0 0 0	
TOTAL COSTS				\$ 4	4,010.66	
RETURN TO OPERATOR LABOR, LAND,	CAPITAL, AND	MGT.		\$ (4	4,010.66)	
Operator and Unpaid Family Labor	10.63 h	ure.	\$ 15.00	\$	159.45	
	10.05 11		φ 10.00	Ψ	100.40	
TOTAL OPERATOR AND UNPAID FAMILY	LABOR			\$	159.45	
RETURN TO LAND, CAPITAL, AND MAN				¢ /	4,170.11)	
RETORN TO LAND, CAFITAL, AND MAN				φ(	+, I / U. I I )	

# HIGHBUSH BLUEBERRIES, Kentucky 2014 Year After Planting Summary

	Quantity	Unit	\$	6/Unit		Total	Your Estimate
GROSS RETURNS							
VARIABLE COSTS							
PRODUCTION	_		•	4 - 00	•	0 <b>-</b> 00 [	
Fungicide			\$	17.00	\$	85.00	
Fungicide			\$	33.00	\$	330.00	
Plants (Replantings)	15 p 122 lt	olants	\$ ¢	2.75	\$	41.25	
Fertilizer (Ammonium Sulfate)	122 lū 16 lt		\$ ¢	0.60	\$ ¢	73.20	
Herbicide			\$ ¢	14.00	\$	224.00	
Insecticide	2 lk		\$ ¢	6.65	\$	13.30	
Irrigation			\$	41.33	\$	248.00	
Variable Machinery Costs	Ta	icre	\$	25.37	\$	25.37	
Hired Labor	<b>5</b> h		ድ	0.00	۴	45.00	
Hoeing and Flower Removal	5 N	ours	\$	9.00	\$	45.00	
Interest	1 a	icre			\$	37.98	
					·		
					•	4 400 40	
TOTAL PRODUCTION COST					\$	1,123.10	
					\$ \$	1,123.10	
TOTAL PRODUCTION COST RETURN ABOVE VARIABLE COSTS						1,123.10 (1,123.10)	
RETURN ABOVE VARIABLE COSTS							
RETURN ABOVE VARIABLE COSTS	1 a		<u>د</u>	36 19	\$	(1,123.10)	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs	-		\$ 6	36.19 258.00	\$ \$	( <b>1,123.10</b> )	
RETURN ABOVE VARIABLE COSTS	-			36.19 258.00	\$	(1,123.10)	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System	-				\$ \$ \$	( <b>1,123.10</b> ) 36.19 258.00	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs	-				\$ \$	( <b>1,123.10</b> )	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System	-				\$ \$ \$	( <b>1,123.10</b> ) 36.19 258.00	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System	-				\$ \$ \$	( <b>1,123.10</b> ) 36.19 258.00	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST	1 y	rear			\$ \$ \$	(1,123.10) 36.19 258.00 294.19 1,417.29	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST	1 y	rear			\$ \$ \$	36.19 258.00 294.19	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST	1 y	rear			\$ \$ \$	(1,123.10) 36.19 258.00 294.19 1,417.29	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL COSTS RETURN TO OPERATOR LABOR, LAND,	1 y	GT.	\$	258.00	\$ \$ \$ \$	(1,123.10) 36.19 258.00 294.19 1,417.29 (1,417.29)	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST	1 y	GT.		258.00	\$ \$ \$ \$	(1,123.10) 36.19 258.00 294.19 1,417.29 (1,417.29)	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL COSTS RETURN TO OPERATOR LABOR, LAND,	1 y	GT.	\$	258.00	\$ \$ \$ \$	(1,123.10) 36.19 258.00 294.19 1,417.29 (1,417.29)	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL COSTS RETURN TO OPERATOR LABOR, LAND, Operator and Unpaid Family Labor	1 y CAPITAL, AND MC 10.35 h	GT.	\$	258.00	\$ \$ \$ \$	(1,123.10) 36.19 258.00 294.19 1,417.29 (1,417.29) 155.25	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL COSTS RETURN TO OPERATOR LABOR, LAND, Operator and Unpaid Family Labor	1 y CAPITAL, AND MC 10.35 h	GT.	\$	258.00	\$ \$ \$ \$	(1,123.10) 36.19 258.00 294.19 1,417.29 (1,417.29)	
RETURN ABOVE VARIABLE COSTS FIXED COSTS Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL COSTS RETURN TO OPERATOR LABOR, LAND,	1 y CAPITAL, AND MC 10.35 h ( LABOR	GT.	\$	258.00	\$ \$ \$ \$ \$	(1,123.10) 36.19 258.00 294.19 1,417.29 (1,417.29) 155.25	

First Production Year Summary

	Quantity Uni	t		\$/Unit		Total	Your Estimate
GROSS RETURNS	1000 pts	ç	\$	2.00	\$	2,000.00	
VARIABLE COSTS							
PRODUCTION							
Fungicide	1 acre		\$	523.80	\$	523.80	
Fungicide	1 acre	9		330.00	\$	330.00	
Fertilizer (Ammonium Sulfate)	193 lbs		\$	0.60	\$	115.80	
Herbicide	1 acre	5		186.00	\$	186.00	
Insecticide	1 acre	5		60.50	\$	60.50	
Irrigation	6 months		\$	41.33	\$	248.00	
Pest Control	1 year		\$	220.00	\$	220.00	
Pollination	1 hive		\$	75.00	\$	75.00	
Variable Machinery Costs	1 acre		\$	43.51	\$	43.51	
Hired Labor	10.1		•	0.00	•	400.00	
Pest Control and Hoeing	18 hours	5	\$	9.00	\$	162.00	
Interest	1 acre				\$	68.76	
TOTAL PRODUCTION COST					\$	2,033.37	
RETURN ABOVE PREHARVEST VARIAI	BLE COSTS				\$	(33.37)	
FIXED COSTS							
Fixed Machinery Costs	1 acre	ę	\$	66.76	\$	66.76	
	1 acre 1 year		\$ \$	66.76 258.00	\$ \$	66.76 258.00	
Fixed Machinery Costs Fixed Costs on Irrigation System					\$	258.00	
Fixed Machinery Costs Fixed Costs on Irrigation System							
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST					\$	258.00 324.76	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST					\$	258.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS					\$	258.00 324.76	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING	1 year		\$	258.00	\$	258.00 324.76 2,358.13	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor	1 year 40 hours		\$ 	258.00 9.00	\$ \$ \$	258.00 324.76 2,358.13 360.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells	1 year 40 hours 1000 pints		₩ ₩	258.00 9.00 0.15	\$ \$ \$ \$ \$	258.00 324.76 2,358.13 360.00 150.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs	40 hours 1000 pints 10% gross		₩ ₩ ₩	9.00 0.15 1,500.00	\$ \$ \$ \$ \$ \$	258.00 324.76 2,358.13 360.00 150.00 150.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells	1 year 40 hours 1000 pints		₩ ₩	258.00 9.00 0.15	\$ \$ \$ \$ \$	258.00 324.76 2,358.13 360.00 150.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs	40 hours 1000 pints 10% gross		₩ ₩ ₩	9.00 0.15 1,500.00	\$ \$ \$ \$ \$ \$	258.00 324.76 2,358.13 360.00 150.00 150.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs	40 hours 1000 pints 10% gross 30 days		₩ ₩ ₩	9.00 0.15 1,500.00 1.22	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 2,358.13 360.00 150.00 150.00 36.60 696.60	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs	40 hours 1000 pints 10% gross		₩ ₩ ₩	9.00 0.15 1,500.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 2,358.13 360.00 150.00 150.00 36.60	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs	40 hours 1000 pints 10% gross 30 days			9.00 0.15 1,500.00 1.22	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 2,358.13 360.00 150.00 150.00 36.60 696.60 550.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs Fixed cost of refrigeration system Total Harvest Costs	40 hours 1000 pints 10% gross 30 days			9.00 0.15 1,500.00 1.22	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 2,358.13 360.00 150.00 150.00 36.60 696.60 550.00 1,246.60	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs Fixed cost of refrigeration system	40 hours 1000 pints 10% gross 30 days			9.00 0.15 1,500.00 1.22	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 2,358.13 360.00 150.00 150.00 36.60 696.60 550.00	

#### RETURN TO LAND, CAPITAL, AND MANAGEMENT

\$ (1,604.73)

Second Production Year Summary

	Quantity	Unit		\$/Unit		Total	Your Estimate
GROSS RETURNS	3000	pts	\$	2.00	\$	6,000.00	
VARIABLE COSTS							
PRODUCTION							
Fungicide	1	acre	\$	193.80	\$	193.80	
Fertilizer (Ammonium Sulfate)	254	lbs	\$	0.60	\$	152.40	
Herbicide	1	acre	\$	186.00	\$	186.00	
Insecticide	1	acre	\$	78.70	\$	78.70	
Irrigation	6	months	\$	41.33	\$	248.00	
Pest Control	1	year	\$	220.00	\$	220.00	
Pollination	1	hive	\$	75.00	\$	75.00	
Variable Machinery Costs	1	acre	\$	43.51	\$	43.51	
Hired Labor			•		,		
Pest Control and Hoeing	18	hours	\$	9.00	\$	162.00	
Interest	1	acre			\$	47.58	
interest	•	4010			Ψ		l 
TOTAL PRODUCTION COST					\$	1,406.99	
RETURN ABOVE PREHARVEST VARIA	BLE COSTS				\$	4,593.01	
FIXED COSTS	1	2010	¢	66 76	¢	66 76	r
Fixed Machinery Costs		acre	\$	66.76 258.00	\$	66.76 258.00	
		acre year	\$ \$	66.76 258.00	\$ \$	66.76 258.00	
Fixed Machinery Costs Fixed Costs on Irrigation System							
Fixed Machinery Costs Fixed Costs on Irrigation System					\$	258.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST					\$	258.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST					\$	258.00 324.76	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING	1	year		258.00	\$	258.00 324.76 1,731.75	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor	1	hours			\$\$\$	258.00 324.76 1,731.75 1,080.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells	1 120 3000	hours pints	\$	258.00 9.00 0.15	\$\$\$	258.00 324.76 1,731.75 1,080.00 450.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor	1 120 3000 10%	hours pints gross	\$	258.00 9.00	\$\$\$	258.00 324.76 1,731.75 1,080.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells	1 120 3000 10%	hours pints	\$	258.00 9.00 0.15	\$\$\$	258.00 324.76 1,731.75 1,080.00 450.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs	1 120 3000 10%	hours pints gross	\$	9.00 0.15 6,000.00	\$ \$ \$ \$ \$	258.00 324.76 1,731.75 1,080.00 450.00 600.00 36.60	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs	1 120 3000 10%	hours pints gross	\$	9.00 0.15 6,000.00	\$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 1,731.75 1,080.00 450.00 600.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs	1 120 3000 10% 30	hours pints gross	\$	9.00 0.15 6,000.00	\$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 1,731.75 1,080.00 450.00 600.00 36.60	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs Fixed cost of refrigeration system	1 120 3000 10% 30	hours pints gross days	\$ \$ \$ \$	9.00 0.15 6,000.00 1.22	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 1,731.75 1,080.00 450.00 600.00 36.60 2,166.60 550.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs Fixed cost of refrigeration system Total Harvest Costs	1 120 3000 10% 30	hours pints gross days	\$ \$ \$ \$	9.00 0.15 6,000.00 1.22	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 1,731.75 1,080.00 450.00 600.00 36.60 2,166.60 2,716.60	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs Fixed cost of refrigeration system	1 120 3000 10% 30	hours pints gross days	\$ \$ \$ \$	9.00 0.15 6,000.00 1.22	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 1,731.75 1,080.00 450.00 600.00 36.60 2,166.60 550.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs Fixed cost of refrigeration system Total Harvest Costs	1 120 3000 10% 30	hours pints gross days year	\$ \$ \$ \$	9.00 0.15 6,000.00 1.22	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 1,731.75 1,080.00 450.00 600.00 36.60 2,166.60 2,716.60	

#### RETURN TO LAND, CAPITAL, AND MANAGEMENT

\$ 1,252.40

Third Production Year Summary

	Quantity	Unit		\$/Unit		Total	Your Estimate
GROSS RETURNS	6000	pts	\$	2.00	\$	12,000.00	
VARIABLE COSTS							
PRODUCTION							
Fungicide	1	acre	\$	193.80	\$	193.80	
Fertilizer (Ammonium Sulfate)	315		\$	0.60	\$	189.00	
Herbicide		acre	\$	186.00	\$	186.00	
Insecticide		acre	\$	78.70	\$	78.70	
Irrigation		months	\$	41.33	\$	248.00	
Pest Control		year	\$	220.00	\$	220.00	
Pollination		hive	\$	75.00	\$	75.00	
Variable Machinery Costs	1	acre	\$	43.51	\$	43.51	
Hired Labor	10	houro	\$	9.00	\$	162.00	
Pest Control and Hoeing	10	hours	φ	9.00	φ	102.00	
Interest	1	acre			\$	48.86	
TOTAL PRODUCTION COST					\$	1,444.87	
RETURN ABOVE PREHARVEST VARIA	BLE COSTS					10,555.13	
Fixed Machinery Costs		acre	\$	66.76	\$	66.76	
Fixed Machinery Costs		acre year	\$ \$	66.76 258.00	\$ \$	66.76 258.00	
Fixed Machinery Costs Fixed Costs on Irrigation System							
Fixed Machinery Costs Fixed Costs on Irrigation System					\$	258.00	
Fixed Machinery Costs Fixed Costs on Irrigation System					\$	258.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST					\$	258.00 324.76	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING	1	year	\$	258.00	\$ \$ \$	258.00 324.76 1,769.63	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor	240	year	\$	258.00	\$ \$ \$	258.00 324.76 1,769.63 2,160.00	
Fixed Machinery Costs Fixed Costs on Irrigation System OTAL FIXED COST OTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells	1 240 6000	year hours pints	\$	258.00 9.00 0.15	\$ \$ \$ \$	258.00 324.76 1,769.63 2,160.00 900.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs	1 240 6000 10%	year hours pints gross	\$	258.00 9.00 0.15 12,000.00	\$ \$ \$ \$ \$	258.00 324.76 1,769.63 2,160.00 900.00 1,200.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells	1 240 6000 10%	year hours pints	\$	258.00 9.00 0.15	\$ \$ \$ \$	258.00 324.76 1,769.63 2,160.00 900.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs	1 240 6000 10%	year hours pints gross	\$	258.00 9.00 0.15 12,000.00	\$ \$ \$ \$ \$	258.00 324.76 1,769.63 2,160.00 900.00 1,200.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs	1 240 6000 10% 30	hours pints gross days	\$ \$ \$ \$	9.00 0.15 12,000.00 1.22	\$ \$ \$ \$ \$ \$ \$	258.00 324.76 1,769.63 2,160.00 900.00 1,200.00 36.60 4,296.60	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs	1 240 6000 10% 30	year hours pints gross	\$	258.00 9.00 0.15 12,000.00	\$ \$ \$ \$ \$	258.00 324.76 1,769.63 2,160.00 900.00 1,200.00 36.60	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs Fixed cost of refrigeration system	1 240 6000 10% 30	hours pints gross days	\$ \$ \$ \$	9.00 0.15 12,000.00 1.22	\$ \$ \$ \$ \$ \$ \$	258.00 324.76 1,769.63 2,160.00 900.00 1,200.00 36.60 4,296.60	
Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs	1 240 6000 10% 30	hours pints gross days	\$ \$ \$ \$	9.00 0.15 12,000.00 1.22	\$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 1,769.63 2,160.00 900.00 1,200.00 36.60 4,296.60 550.00	
Fixed Machinery Costs Fixed Costs on Irrigation System TOTAL FIXED COST TOTAL PREHARVEST COSTS HARVESTING AND MARKETING Hired Labor Plastic Clamshells Marketing Costs Refrigeration Costs Total Harvest and Marketing Variable Costs Fixed cost of refrigeration system Total Harvest Costs	1 240 6000 10% 30	hours pints gross days year	\$ \$ \$ \$	9.00 0.15 12,000.00 1.22	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	258.00 324.76 1,769.63 2,160.00 900.00 1,200.00 36.60 4,296.60 550.00 4,846.60	

#### RETURN TO LAND, CAPITAL, AND MANAGEMENT

\$ 5,084.52

Full Production Year Summary

	Quantity	Unit		\$/Unit		Total	Your Estimat
GROSS RETURNS	8500	pts	\$	2.00	\$	17,000.00	
ARIABLE COSTS							
PRODUCTION							
Fungicide	1	acre	\$	193.80	\$	193.80	
Fertilizer (Ammonium Sulfate)	376	lbs	\$	0.60	\$	225.60	
Herbicide		acre	\$	186.00	\$	186.00	
Insecticide		acre	\$	78.70	\$	78.70	
Irrigation		months	\$	41.33	\$	248.00	
Pest Control		year	\$	220.00	\$	220.00	
Pollination		hive	\$	75.00	\$	75.00	
Variable Machinery Costs	1	acre	\$	43.51	\$	43.51	
Hired Labor Pest Control and Hoeing	18	hours	\$	9.00	\$	162.00	
Interest	1	acre			\$	50.14	
					ŕ	4 400 75	L
OTAL PRODUCTION COST					\$	1,482.75	
RETURN ABOVE PREHARVEST VARIAB	SLE COSTS				\$	15,517.25	
FIXED COSTS Fixed Machinery Costs	1	acre	\$	66.76	\$	66.76	
Fixed Costs on Irrigation System		year	φ \$	258.00	գ Տ	258.00	
Tixed Costs on Ingation System	1	year	φ	230.00	φ	200.00	
OTAL FIXED COST					\$	324.76	
OTAL PREHARVEST COSTS					\$	1,807.51	
ARVESTING AND MARKETING							
Hired Labor		hours	\$	9.00		3,060.00	
Plastic Clamshells	8500		\$	0.15		1,275.00	
Marketing Costs		gross		17,000.00	\$	1,700.00	
Refrigeration Costs	30	days	\$	1.22	\$	36.60	
otal Harvest and Marketing Variable Costs					\$	6,071.60	
Fixed cost of refrigeration system	1	year	\$	550.00	\$	550.00	
		year	Ψ	000.00	Ψ	000.00	
otal Harvest Costs					\$	6,621.60	
TOTAL COSTS					\$	8,429.11	
Operator and Unpaid Family Labor	19.95	hrs	\$	15.00	\$	299.25	[
Operator and Unpaid Family Labor	19.95	hrs	\$	15.00	\$	299.25	

#### RETURN TO LAND, CAPITAL, AND MANAGEMENT \$ 8,271.64

64