Highbush Blueberries, Kentucky, 2014 (PYO Harvest)
Soil Buildup Year Summary

<table>
<thead>
<tr>
<th></th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
<th>Your Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GROSS RETURNS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>VARIABLE COSTS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PRODUCTION</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Soil Test</td>
<td>2</td>
<td>assays</td>
<td>$ 15.00</td>
<td>$ 30.00</td>
<td></td>
</tr>
<tr>
<td>Sulfur</td>
<td>650</td>
<td>pounds</td>
<td>$ 0.35</td>
<td>$ 227.50</td>
<td></td>
</tr>
<tr>
<td>Herbicide</td>
<td>2</td>
<td>quarts</td>
<td>$ 9.00</td>
<td>$ 18.00</td>
<td></td>
</tr>
<tr>
<td>Grass Seed</td>
<td>10</td>
<td>lbs</td>
<td>$ 2.35</td>
<td>$ 23.50</td>
<td></td>
</tr>
<tr>
<td>Fertilizer (10-10-10)</td>
<td>800</td>
<td>lbs</td>
<td>$ 0.35</td>
<td>$ 280.00</td>
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<tr>
<td>Variable Machinery Costs</td>
<td>1</td>
<td>acre</td>
<td>$ 35.48</td>
<td>$ 35.48</td>
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</tr>
<tr>
<td>Interest</td>
<td></td>
<td></td>
<td>$ 21.51</td>
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<td></td>
</tr>
<tr>
<td><strong>TOTAL PRODUCTION COST</strong></td>
<td></td>
<td></td>
<td></td>
<td>$ 635.99</td>
<td></td>
</tr>
<tr>
<td><strong>RETURN ABOVE VARIABLE COSTS</strong></td>
<td></td>
<td></td>
<td></td>
<td>$ 635.99</td>
<td></td>
</tr>
<tr>
<td><strong>FIXED COSTS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fixed Machinery &amp; Equipment Costs</td>
<td>1</td>
<td>acre</td>
<td>$ 33.93</td>
<td>$ 33.93</td>
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<tr>
<td><strong>TOTAL FIXED COST</strong></td>
<td></td>
<td></td>
<td></td>
<td>$ 33.93</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL COSTS</strong></td>
<td></td>
<td></td>
<td></td>
<td>$ 669.92</td>
<td></td>
</tr>
<tr>
<td><strong>RETURN TO OPERATOR LABOR, LAND, CAPITAL, AND MGT.</strong></td>
<td></td>
<td></td>
<td></td>
<td>$ (669.92)</td>
<td></td>
</tr>
<tr>
<td>Operator and Unpaid Family Labor</td>
<td>1.66</td>
<td>hrs</td>
<td>$ 15.00</td>
<td>$ 24.90</td>
<td></td>
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<tr>
<td><strong>TOTAL OPERATOR AND UNPAID FAMILY LABOR</strong></td>
<td></td>
<td></td>
<td></td>
<td>$ 24.90</td>
<td></td>
</tr>
<tr>
<td><strong>RETURN TO LAND, CAPITAL, AND MANAGEMENT</strong></td>
<td></td>
<td></td>
<td></td>
<td>$ (694.82)</td>
<td></td>
</tr>
</tbody>
</table>

Totals will vary slightly from budget details due to rounding of labor hours.
Highbush Blueberries, Kentucky 2014 (PYO Harvest)
Planting Year Summary

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
<th>Your Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

GROSS RETURNS

VARIABLE COSTS

PRODUCTION

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
<th>Your Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Herbicide (Burndown)</td>
<td>1</td>
<td>quarts</td>
<td>$9.00</td>
<td>$9.00</td>
<td></td>
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<tr>
<td>Plants</td>
<td>605</td>
<td>plants</td>
<td>$2.75</td>
<td>$1,663.75</td>
<td></td>
</tr>
<tr>
<td>Peat Moss</td>
<td>14</td>
<td>bales</td>
<td>$25.00</td>
<td>$350.00</td>
<td></td>
</tr>
<tr>
<td>Fertilizer (Ammonium Sulfate)</td>
<td>61</td>
<td>lbs</td>
<td>$0.60</td>
<td>$36.60</td>
<td></td>
</tr>
<tr>
<td>Mulch (Sawdust)</td>
<td>1</td>
<td>acre</td>
<td>$250.00</td>
<td>$250.00</td>
<td></td>
</tr>
<tr>
<td>Herbicide (Planting)</td>
<td>1</td>
<td>lbs</td>
<td>$125.00</td>
<td>$125.00</td>
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<tr>
<td>Herbicide (Midseason)</td>
<td>2.5</td>
<td>pints</td>
<td>$11.13</td>
<td>$27.83</td>
<td></td>
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<tr>
<td>Insecticide</td>
<td>2</td>
<td>lbs</td>
<td>$6.65</td>
<td>$13.30</td>
<td></td>
</tr>
<tr>
<td>Seed Grass</td>
<td>10</td>
<td>lbs</td>
<td>$2.35</td>
<td>$23.50</td>
<td></td>
</tr>
<tr>
<td>Fall Herbicide</td>
<td>8</td>
<td>lbs</td>
<td>$14.00</td>
<td>$112.00</td>
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</table>

Hired Labor

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
<th>Your Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planting &amp; Hoeing</td>
<td>58.00</td>
<td>hours</td>
<td>$9.00</td>
<td>$522.00</td>
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</tr>
<tr>
<td>Irrigation</td>
<td>6 months</td>
<td>$41.33</td>
<td>$248.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Variable Machinery Costs</td>
<td>1 acre</td>
<td>$138.07</td>
<td>$138.07</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest</td>
<td>1 acre</td>
<td>$123.17</td>
<td></td>
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</table>

TOTAL PRODUCTION COST

RETURN ABOVE VARIABLE COSTS

$ (3,642.22)

FIXED COSTS

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
<th>Your Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Machinery Costs</td>
<td>1 acre</td>
<td>$110.45</td>
<td>$110.45</td>
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<td></td>
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<tr>
<td>Fixed Costs on Irrigation</td>
<td>1 year</td>
<td>$258.00</td>
<td>$258.00</td>
<td></td>
<td></td>
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</tbody>
</table>

TOTAL FIXED COST

$ 368.45

TOTAL COSTS

$ 4,010.66

RETURN TO OPERATOR LABOR, LAND, CAPITAL, AND MGT.

$ (4,010.66)

Operator and Unpaid Family Labor

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
<th>Your Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operator and Unpaid Family</td>
<td>10.63</td>
<td>hrs</td>
<td>$15.00</td>
<td>$159.45</td>
<td></td>
</tr>
</tbody>
</table>

TOTAL OPERATOR AND UNPAID FAMILY LABOR

$ 159.45

RETURN TO LAND, CAPITAL, AND MANAGEMENT

$ (4,170.11)

Totals will vary slightly from budget details due to rounding of labor hours.
Highbush Blueberries, Kentucky 2014 (PYO Harvest)
Year After Planting Summary

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
<th>Your Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**GROSS RETURNS**

**VARIABLE COSTS**

**PRODUCTION**

- **Fungicide**
  - 5 gallons $17.00 $85.00
- **Fungicide**
  - 1 acre $330.00 $330.00
- **Plants (Replantings)**
  - 15 plants $2.75 $41.25
- **Fertilizer (Ammonium Sulfate)**
  - 122 lbs $0.60 $73.20
- **Herbicide**
  - 16 lbs $14.00 $224.00
- **Insecticide**
  - 2 lbs $6.65 $13.30
- **Irrigation**
  - 6 months $41.33 $248.00
- **Variable Machinery Costs**
  - 1 acre $25.37 $25.37
- **Hired Labor**
  - Hoeing and Flower Removal
    - 5 hours $9.00 $45.00
- **Interest**
  - 1 acre $37.98

**TOTAL PRODUCTION COST** $1,123.10

**RETURN ABOVE VARIABLE COSTS** $1,123.10

**FIXED COSTS**

- **Fixed Machinery Costs**
  - 1 acre $36.19 $36.19
- **Fixed Costs on Irrigation System**
  - 1 year $258.00 $258.00

**TOTAL FIXED COST** $294.19

**TOTAL COSTS** $1,417.29

**RETURN TO OPERATOR LABOR, LAND, CAPITAL, AND MGT.** $1,417.29

- **Operator and Unpaid Family Labor**
  - 10.35 hrs $15.00 $155.25

**TOTAL OPERATOR AND UNPAID FAMILY LABOR** $155.25

**RETURN TO LAND, CAPITAL, AND MANAGEMENT** $1,572.54

Totals will vary slightly from budget details due to rounding of labor hours.
# First Production Year Summary

## GROSS RETURNS

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
<th>Your Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blueberries--Pick Your Own</td>
<td>800</td>
<td>pints</td>
<td>1.50</td>
<td>1,200.00</td>
<td></td>
</tr>
<tr>
<td>Blueberries--Wholesale/Retail</td>
<td>200</td>
<td>pints</td>
<td>2.00</td>
<td>400.00</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1,000</td>
<td>pts</td>
<td></td>
<td>1,600.00</td>
<td></td>
</tr>
</tbody>
</table>

## VARIABLE COSTS

### PRODUCTION

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fungicide</td>
<td>1</td>
<td>acre</td>
<td>523.80</td>
<td>523.80</td>
</tr>
<tr>
<td>Fertilizer (Ammonium Sulfate)</td>
<td>193</td>
<td>lbs</td>
<td>0.60</td>
<td>115.80</td>
</tr>
<tr>
<td>Herbicide</td>
<td>1</td>
<td>acre</td>
<td>186.00</td>
<td>186.00</td>
</tr>
<tr>
<td>Insecticide</td>
<td>1</td>
<td>acre</td>
<td>60.50</td>
<td>60.50</td>
</tr>
<tr>
<td>Irrigation</td>
<td>6</td>
<td>months</td>
<td>0.61</td>
<td>248.00</td>
</tr>
<tr>
<td>Pest Control</td>
<td>1</td>
<td>year</td>
<td>220.00</td>
<td>220.00</td>
</tr>
<tr>
<td>Pollination</td>
<td>1</td>
<td>hive</td>
<td>75.00</td>
<td>75.00</td>
</tr>
<tr>
<td>Variable Machinery Costs</td>
<td>1</td>
<td>acre</td>
<td>43.51</td>
<td>43.51</td>
</tr>
<tr>
<td>Pest Control and Hoeing</td>
<td>18</td>
<td>hours</td>
<td>9.00</td>
<td>162.00</td>
</tr>
<tr>
<td>Interest</td>
<td>1</td>
<td>acre</td>
<td>57.21</td>
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</tr>
</tbody>
</table>

**TOTAL PRODUCTION COST**

$ 1,691.82

**RETURN ABOVE PREHARVEST VARIABLE COSTS**

$(91.82)

## FIXED COSTS

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Machinery Costs</td>
<td>1</td>
<td>acre</td>
<td>66.76</td>
<td>66.76</td>
</tr>
<tr>
<td>Fixed Costs on Irrigation System</td>
<td>1</td>
<td>year</td>
<td>258.00</td>
<td>258.00</td>
</tr>
</tbody>
</table>

**TOTAL FIXED COST**

$ 324.76

**TOTAL PREHARVEST COSTS**

$ 2,016.58

## HARVESTING AND MARKETING

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hired Labor</td>
<td>8</td>
<td>hours</td>
<td>9.00</td>
<td>72.00</td>
</tr>
<tr>
<td>Plastic Clamshells</td>
<td>200</td>
<td>pints</td>
<td>0.15</td>
<td>30.00</td>
</tr>
<tr>
<td>Marketing Costs</td>
<td>10%</td>
<td>gross</td>
<td>1,500.00</td>
<td>150.00</td>
</tr>
</tbody>
</table>

**Total Harvest and Marketing Variable Costs**

$ 252.00

**Total Harvest Costs**

$ 252.00

**TOTAL COSTS**

$ 2,268.58

**Operator and Unpaid Family Labor**

38.70 hrs $ 15.00 $ 580.50

**RETURN TO LAND, CAPITAL, AND MANAGEMENT**

$(1,249.08)

Totals will vary slightly from budget details due to rounding of labor hours.
## Highbush Blueberries, Kentucky 2014 (PYO Harvest)

### Second Production Year Summary

<table>
<thead>
<tr>
<th></th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
<th>Your Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GROSS RETURNS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Blueberries--Upick</td>
<td>2400</td>
<td>pts</td>
<td>$1.50</td>
<td>$3,600</td>
<td></td>
</tr>
<tr>
<td>Blueberries--Wholesale/Retail</td>
<td>600</td>
<td>pts</td>
<td>$2.00</td>
<td>$1,200</td>
<td></td>
</tr>
<tr>
<td>Totals</td>
<td>3000</td>
<td>pts</td>
<td>$4,800</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>VARIABLE COSTS</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>PRODUCTION</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fungicide</td>
<td>1 acre</td>
<td></td>
<td>$193.80</td>
<td>$193.80</td>
<td></td>
</tr>
<tr>
<td>Fertilizer (Ammonium Sulfate)</td>
<td>254 lbs</td>
<td>$0.60</td>
<td>$152.40</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Herbicide</td>
<td>1 acre</td>
<td></td>
<td>$186.00</td>
<td>$186.00</td>
<td></td>
</tr>
<tr>
<td>Insecticide</td>
<td>1 acre</td>
<td></td>
<td>$78.70</td>
<td>$78.70</td>
<td></td>
</tr>
<tr>
<td>Irrigation</td>
<td>6 months</td>
<td></td>
<td>$41.33</td>
<td>$248.00</td>
<td></td>
</tr>
<tr>
<td>Pest Control</td>
<td>1 year</td>
<td></td>
<td>$220.00</td>
<td>$220.00</td>
<td></td>
</tr>
<tr>
<td>Pollination</td>
<td>1 hive</td>
<td></td>
<td>$75.00</td>
<td>$75.00</td>
<td></td>
</tr>
<tr>
<td>Variable Machinery Costs</td>
<td>1 acre</td>
<td></td>
<td>$43.51</td>
<td>$43.51</td>
<td></td>
</tr>
<tr>
<td>Hired Labor</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pest Control and Hoeing</td>
<td>18 hours</td>
<td></td>
<td>$9.00</td>
<td>$162.00</td>
<td></td>
</tr>
<tr>
<td>Interest</td>
<td>1 acre</td>
<td></td>
<td>$47.58</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL PRODUCTION COST</strong></td>
<td></td>
<td></td>
<td></td>
<td>$1,406.99</td>
<td></td>
</tr>
<tr>
<td><strong>RETURN ABOVE PREHARVEST VARIABLE COSTS</strong></td>
<td></td>
<td></td>
<td></td>
<td>$3,393.01</td>
<td></td>
</tr>
</tbody>
</table>

| **FIXED COSTS**          |          |      |        |         |               |
| Fixed Machinery Costs    | 1 acre   |      | $66.76 | $66.76  |               |
| Fixed Costs on Irrigation System | 1 year |      | $258.00| $258.00 |               |
| **TOTAL FIXED COST**     |          |      |        | $324.76 |               |
| **TOTAL PREHARVEST COSTS** |          |      |         | $1,731.75|               |

| **HARVESTING AND MARKETING** |          |      |        |         |               |
| Hired Labor                | 24 hours |      | $9.00  | $216.00 |               |
| Plastic Clamshells         | 600 pints| $0.15 | $90.00 |         |               |
| Marketing Costs            | 10% gross|      | $4,800.00| $480.00|               |
| Total Harvest and Marketing Variable Costs |      |      |         | $786.00|               |
| **Total Harvest Costs**    |          |      |         | $786.00|               |
| **TOTAL COSTS**            |          |      |         | $2,517.75|               |
| Operator and Unpaid Family Labor | 59.95 hrs | $15.00 | $899.25|         |               |
| **RETURN TO LAND, CAPITAL, AND MANAGEMENT** |          |      |         | $1,383.00|               |

Totals will vary slightly from budget details due to rounding of labor hours.
## HIGHBUSH BLUEBERRIES, Kentucky 2014 (PYO Harvest)

### Third Production Year Summary

<table>
<thead>
<tr>
<th>GROSS RETURNS</th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blueberries--Upick</td>
<td>4800 pts</td>
<td></td>
<td>$1.50</td>
<td>$7,200.00</td>
</tr>
<tr>
<td>Blueberries--Wholesale/Retail</td>
<td>1200 pts</td>
<td></td>
<td>$2.00</td>
<td>$2,400.00</td>
</tr>
<tr>
<td>TOTALS</td>
<td>6000 pts</td>
<td></td>
<td></td>
<td>$9,600.00</td>
</tr>
</tbody>
</table>

### VARIABLE COSTS

**PRODUCTION**

- **Fungicide**: 1 acre $193.80 $193.80
- **Fertilizer (Ammonium Sulfate)**: 315 lbs $0.60 $190.00
- **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 $48.86

**TOTAL PRODUCTION COST** $1,444.87

**RETURN ABOVE PREHARVEST VARIABLE COSTS** $8,155.13

### FIXED COSTS

- **Fixed Machinery Costs**: 1 acre $66.76 $66.76
- **Fixed Costs on Irrigation System**: 1 year $258.00 $258.00

**TOTAL FIXED COST** $324.76

**TOTAL PREHARVEST COSTS** $1,769.63

### HARVESTING AND MARKETING

- **Hired Labor**: 48 hours $9.00 $432.00
- **Plastic Clamshells**: 1200 pints $0.15 $180.00
- **Marketing Costs**: 10% gross $9,600.00 $960.00

**Total Harvest and Marketing Variable Costs** $1,572.00

**Total Harvest Costs** $1,572.00

**TOTAL COSTS** $3,341.63

**Operator and Unpaid Family Labor**: 67.95 hrs $15.00 $1,019.25

**RETURN TO LAND, CAPITAL, AND MANAGEMENT** $5,239.12

Totals will vary slightly from budget details due to rounding of labor hours.
## HIGHBUSH BLUEBERRIES, Kentucky 2014 (PYO Harvest)
### Full Production Year Summary

<table>
<thead>
<tr>
<th></th>
<th>Quantity</th>
<th>Unit</th>
<th>$/Unit</th>
<th>Total</th>
<th>Your Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GROSS RETURNS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Blueberries--Upick</td>
<td>6800</td>
<td>pts</td>
<td>$1.50</td>
<td>$10,200.00</td>
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</tr>
<tr>
<td>Blueberries--Wholesale/Retail</td>
<td>1700</td>
<td>pts</td>
<td>$2.00</td>
<td>$3,400.00</td>
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<tr>
<td><strong>TOTALS</strong></td>
<td>8500</td>
<td>pts</td>
<td>$2.00</td>
<td>$13,600.00</td>
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<tr>
<td><strong>VARIABLE COSTS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>PRODUCTION</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fungicide</td>
<td>1 acre</td>
<td></td>
<td>$193.80</td>
<td>$193.80</td>
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</tr>
<tr>
<td>Fertilizer (Ammonium Sulfate)</td>
<td>376 lbs</td>
<td></td>
<td>$0.60</td>
<td>$225.60</td>
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</tr>
<tr>
<td>Herbicide</td>
<td>1 acre</td>
<td></td>
<td>$186.00</td>
<td>$186.00</td>
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</tr>
<tr>
<td>Insecticide</td>
<td>1 acre</td>
<td></td>
<td>$78.70</td>
<td>$78.70</td>
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<tr>
<td>Irrigation</td>
<td>6 months</td>
<td></td>
<td>$41.33</td>
<td>$248.00</td>
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</tr>
<tr>
<td>Pest Control</td>
<td>1 year</td>
<td></td>
<td>$220.00</td>
<td>$220.00</td>
<td></td>
</tr>
<tr>
<td>Pollination</td>
<td>1 hive</td>
<td></td>
<td>$75.00</td>
<td>$75.00</td>
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</tr>
<tr>
<td>Variable Machinery Costs</td>
<td>1 acre</td>
<td></td>
<td>$43.51</td>
<td>$43.51</td>
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</tr>
<tr>
<td><strong>Hired Labor</strong></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Pest Control and Hoeing</td>
<td>18 hours</td>
<td></td>
<td>$9.00</td>
<td>$162.00</td>
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<tr>
<td>Interest</td>
<td>1 acre</td>
<td></td>
<td>$35.82</td>
<td>$35.82</td>
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<tr>
<td><strong>TOTAL PRODUCTION COST</strong></td>
<td></td>
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<td>$1,468.43</td>
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<tr>
<td><strong>RETURN ABOVE PREHARVEST VARIABLE COSTS</strong></td>
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<td>$12,131.57</td>
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<tr>
<td><strong>FIXED COSTS</strong></td>
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</tr>
<tr>
<td>Fixed Machinery Costs</td>
<td>1 acre</td>
<td></td>
<td>$66.76</td>
<td>$66.76</td>
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</tr>
<tr>
<td>Fixed Costs on Irrigation System</td>
<td>1 year</td>
<td></td>
<td>$258.00</td>
<td>$258.00</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL FIXED COST</strong></td>
<td></td>
<td></td>
<td></td>
<td>$324.76</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL PREHARVEST COSTS</strong></td>
<td></td>
<td></td>
<td></td>
<td>$1,793.19</td>
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<tr>
<td><strong>HARVESTING AND MARKETING</strong></td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>Hired Labor</td>
<td>68 hours</td>
<td></td>
<td>$9.00</td>
<td>$612.00</td>
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</tr>
<tr>
<td>Plastic Clamshells</td>
<td>1700 pints</td>
<td></td>
<td>$0.15</td>
<td>$255.00</td>
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</tr>
<tr>
<td>Marketing Costs</td>
<td>10% gross</td>
<td></td>
<td>$13,600.00</td>
<td>$1,360.00</td>
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<tr>
<td><strong>Total Harvest and Marketing Variable Costs</strong></td>
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<tr>
<td><strong>Total Harvest Costs</strong></td>
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<tr>
<td><strong>TOTAL COSTS</strong></td>
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<td>$4,020.19</td>
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<tr>
<td>Operator and Unpaid Family Labor</td>
<td>67.95 hrs</td>
<td></td>
<td>$15.00</td>
<td>$1,019.25</td>
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<td><strong>RETURN TO LAND, CAPITAL, AND MANAGEMENT</strong></td>
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<td></td>
<td></td>
<td>$8,560.56</td>
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</tbody>
</table>

Totals will vary slightly from budget details due to rounding of labor hours.