

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

Soil Buildup Year Summary

	Quantity	Unit	\$/Unit	Total	Your Estimate
<b>GROSS RETURNS</b>					
<b>VARIABLE COSTS</b>					
PRODUCTION					
Soil Test	2	assays	\$ 15.00	\$ 30.00	<input type="text"/>
Sulfur	650	pounds	\$ 0.35	\$ 227.50	<input type="text"/>
Herbicide	2	quarts	\$ 9.00	\$ 18.00	<input type="text"/>
Grass Seed	10	lbs	\$ 2.35	\$ 23.50	<input type="text"/>
Fertilizer (10-10-10)	800	lbs	\$ 0.40	\$ 320.00	<input type="text"/>
Variable Machinery Costs	1	acre	\$ 35.48	\$ 35.48	<input type="text"/>
Interest				\$ 22.91	<input type="text"/>
TOTAL PRODUCTION COST				\$ 677.39	<input type="text"/>
<b>RETURN ABOVE VARIABLE COSTS</b>				<b>\$ 677.39</b>	<input type="text"/>
<b>FIXED COSTS</b>					
Fixed Machinery & Equipment Costs	1	acre	\$ 33.93	\$ 33.93	<input type="text"/>
TOTAL FIXED COST				\$ 33.93	<input type="text"/>
TOTAL COSTS				\$ 711.32	<input type="text"/>
RETURN TO OPERATOR LABOR, LAND, CAPITAL, AND MGT.				\$ (711.32)	<input type="text"/>
Operator and Unpaid Family Labor	1.66	hrs	\$ 15.00	\$ 24.90	<input type="text"/>
TOTAL OPERATOR AND UNPAID FAMILY LABOR				\$ 24.90	<input type="text"/>
<b>RETURN TO LAND, CAPITAL, AND MANAGEMENT</b>				<b>\$ (736.22)</b>	<input type="text"/>

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

# HIGHBUSH BLUEBERRIES, Kentucky 2014

Planting Year Summary

	Quantity	Unit	\$/Unit	Total	Your Estimate
<b>GROSS RETURNS</b>					
<b>VARIABLE COSTS</b>					
<b>PRODUCTION</b>					
Herbicide (Burndown)	1	quarts	\$ 9.00	\$ 9.00	
Plants	605	plants	\$ 2.75	\$ 1,663.75	
Peat Moss	14	bales	\$ 25.00	\$ 350.00	
Fertilizer (Ammonium Sulfate)	61	lbs	\$ 0.60	\$ 36.60	
Mulch (Sawdust)	1	acre	\$ 250.00	\$ 250.00	
Herbicide (Planting)	1	lbs	\$ 125.00	\$ 125.00	
Herbicide (Midseason)	2.5	pints	\$ 11.13	\$ 27.83	
Insecticide	2	lbs	\$ 6.65	\$ 13.30	
Seed Grass	10	lbs	\$ 2.35	\$ 23.50	
Fall Herbicide	8	lbs	\$ 14.00	\$ 112.00	
<b>Hired Labor</b>					
Planting & Hoeing	58.00	hours	\$ 9.00		
<i>TOTAL HIRED LABOR</i>	<i>58</i>	<i>hours</i>	<i>\$ 9.00</i>	<i>\$ 522.00</i>	
Irrigation	6	months	\$ 41.33	\$ 248.00	
Variable Machinery Costs	1	acre	\$ 138.07	\$ 138.07	
Interest	1	acre		\$ 123.17	
<b>TOTAL PRODUCTION COST</b>				<b>\$ 3,642.22</b>	
<b>RETURN ABOVE VARIABLE COSTS</b>				<b>\$ (3,642.22)</b>	
<b>FIXED COSTS</b>					
Fixed Machinery Costs	1	acre	\$ 110.45	\$ 110.45	
Fixed Costs on Irrigation System	1	year	\$ 258.00	\$ 258.00	
<b>TOTAL FIXED COST</b>				<b>\$ 368.45</b>	
<b>TOTAL COSTS</b>				<b>\$ 4,010.66</b>	
<b>RETURN TO OPERATOR LABOR, LAND, CAPITAL, AND MGT.</b>				<b>\$ (4,010.66)</b>	
Operator and Unpaid Family Labor	10.63	hrs	\$ 15.00	\$ 159.45	
<b>TOTAL OPERATOR AND UNPAID FAMILY LABOR</b>				<b>\$ 159.45</b>	
<b>RETURN TO LAND, CAPITAL, AND MANAGEMENT</b>				<b>\$ (4,170.11)</b>	

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

# HIGHBUSH BLUEBERRIES, Kentucky 2014

Year After Planting Summary

	Quantity	Unit	\$/Unit	Total	Your Estimate
<b>GROSS RETURNS</b>					
<b>VARIABLE COSTS</b>					
<b>PRODUCTION</b>					
Fungicide	5 gallons		\$ 17.00	\$ 85.00	
Fungicide	10 gallons		\$ 33.00	\$ 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	
<b>TOTAL PRODUCTION COST</b>				\$ 1,123.10	
<b>RETURN ABOVE VARIABLE COSTS</b>				\$ (1,123.10)	
<b>FIXED COSTS</b>					
Fixed Machinery Costs	1 acre		\$ 36.19	\$ 36.19	
Fixed Costs on Irrigation System	1 year		\$ 258.00	\$ 258.00	
<b>TOTAL FIXED COST</b>				\$ 294.19	
<b>TOTAL COSTS</b>				\$ 1,417.29	
<b>RETURN TO OPERATOR LABOR, LAND, CAPITAL, AND MGT.</b>				\$ (1,417.29)	
Operator and Unpaid Family Labor	10.35 hrs		\$ 15.00	\$ 155.25	
<b>TOTAL OPERATOR AND UNPAID FAMILY LABOR</b>				\$ 155.25	
<b>RETURN TO LAND, CAPITAL, AND MANAGEMENT</b>				\$ (1,572.54)	

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

# HIGHBUSH BLUEBERRIES, Kentucky 2014 (Operator Harvest)

First Production Year Summary

	Quantity	Unit	\$/Unit	Total	Your Estimate
<b>GROSS RETURNS</b>	1000 pts		\$ 2.00	\$ 2,000.00	
<b>VARIABLE COSTS</b>					
<b>PRODUCTION</b>					
Fungicide	1 acre		\$ 523.80	\$ 523.80	
Fungicide	1 acre		\$ 330.00	\$ 330.00	
Fertilizer (Ammonium Sulfate)	193 lbs		\$ 0.60	\$ 115.80	
Herbicide	1 acre		\$ 186.00	\$ 186.00	
Insecticide	1 acre		\$ 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					
Pest Control and Hoeing	18 hours		\$ 9.00	\$ 162.00	
Interest	1 acre			\$ 68.76	
<b>TOTAL PRODUCTION COST</b>				\$ 2,033.37	
<b>RETURN ABOVE PREHARVEST VARIABLE COSTS</b>				\$ (33.37)	
<b>FIXED COSTS</b>					
Fixed Machinery Costs	1 acre		\$ 66.76	\$ 66.76	
Fixed Costs on Irrigation System	1 year		\$ 258.00	\$ 258.00	
<b>TOTAL FIXED COST</b>				\$ 324.76	
<b>TOTAL PREHARVEST COSTS</b>				\$ 2,358.13	
<b>HARVESTING AND MARKETING</b>					
Hired Labor	40 hours		\$ 9.00	\$ 360.00	
Plastic Clamshells	1000 pints		\$ 0.15	\$ 150.00	
Marketing Costs	10% gross		\$ 1,500.00	\$ 150.00	
Refrigeration Costs	30 days		\$ 1.22	\$ 36.60	
<b>Total Harvest and Marketing Variable Costs</b>				\$ 696.60	
Fixed cost of refrigeration system	1 year		\$ 550.00	\$ 550.00	
<b>Total Harvest Costs</b>				\$ 1,246.60	
<b>TOTAL COSTS</b>				\$ 3,604.73	
Operator and Unpaid Family Labor	18.70 hrs		\$ 15.00	\$ 280.50	
<b>RETURN TO LAND, CAPITAL, AND MANAGEMENT</b>				\$ (1,604.73)	

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

# HIGHBUSH BLUEBERRIES, Kentucky 2014 (Operator Harvest)

Second Production Year Summary

	Quantity	Unit	\$/Unit	Total	Your Estimate
<b>GROSS RETURNS</b>	3000 pts		\$ 2.00	\$ 6,000.00	<input type="text"/>
<b>VARIABLE COSTS</b>					
<b>PRODUCTION</b>					
Fungicide	1 acre		\$ 193.80	\$ 193.80	<input type="text"/>
Fertilizer (Ammonium Sulfate)	254 lbs		\$ 0.60	\$ 152.40	<input type="text"/>
Herbicide	1 acre		\$ 186.00	\$ 186.00	<input type="text"/>
Insecticide	1 acre		\$ 78.70	\$ 78.70	<input type="text"/>
Irrigation	6 months		\$ 41.33	\$ 248.00	<input type="text"/>
Pest Control	1 year		\$ 220.00	\$ 220.00	<input type="text"/>
Pollination	1 hive		\$ 75.00	\$ 75.00	<input type="text"/>
Variable Machinery Costs	1 acre		\$ 43.51	\$ 43.51	<input type="text"/>
Hired Labor					<input type="text"/>
Pest Control and Hoeing	18 hours		\$ 9.00	\$ 162.00	<input type="text"/>
Interest	1 acre			\$ 47.58	<input type="text"/>
<b>TOTAL PRODUCTION COST</b>				\$ 1,406.99	<input type="text"/>
<b>RETURN ABOVE PREHARVEST VARIABLE COSTS</b>				\$ 4,593.01	<input type="text"/>
<b>FIXED COSTS</b>					
Fixed Machinery Costs	1 acre		\$ 66.76	\$ 66.76	<input type="text"/>
Fixed Costs on Irrigation System	1 year		\$ 258.00	\$ 258.00	<input type="text"/>
<b>TOTAL FIXED COST</b>				\$ 324.76	<input type="text"/>
<b>TOTAL PREHARVEST COSTS</b>				\$ 1,731.75	<input type="text"/>
<b>HARVESTING AND MARKETING</b>					
Hired Labor	120 hours		\$ 9.00	\$ 1,080.00	<input type="text"/>
Plastic Clamshells	3000 pints		\$ 0.15	\$ 450.00	<input type="text"/>
Marketing Costs	10% gross		\$ 6,000.00	\$ 600.00	<input type="text"/>
Refrigeration Costs	30 days		\$ 1.22	\$ 36.60	<input type="text"/>
<b>Total Harvest and Marketing Variable Costs</b>				\$ 2,166.60	<input type="text"/>
Fixed cost of refrigeration system	1 year		\$ 550.00	\$ 550.00	<input type="text"/>
<b>Total Harvest Costs</b>				\$ 2,716.60	<input type="text"/>
<b>TOTAL COSTS</b>				\$ 4,448.35	<input type="text"/>
Operator and Unpaid Family Labor	19.95 hrs		\$ 15.00	\$ 299.25	<input type="text"/>
<b>RETURN TO LAND, CAPITAL, AND MANAGEMENT</b>				\$ 1,252.40	<input type="text"/>

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# HIGHBUSH BLUEBERRIES, Kentucky 2014 (Operator Harvest)

Third Production Year Summary

	Quantity	Unit	\$/Unit	Total	Your Estimate
<b>GROSS RETURNS</b>	6000 pts		\$ 2.00	\$ 12,000.00	<input type="text"/>
<b>VARIABLE COSTS</b>					
<b>PRODUCTION</b>					
Fungicide	1 acre		\$ 193.80	\$ 193.80	<input type="text"/>
Fertilizer (Ammonium Sulfate)	315 lbs		\$ 0.60	\$ 189.00	<input type="text"/>
Herbicide	1 acre		\$ 186.00	\$ 186.00	<input type="text"/>
Insecticide	1 acre		\$ 78.70	\$ 78.70	<input type="text"/>
Irrigation	6 months		\$ 41.33	\$ 248.00	<input type="text"/>
Pest Control	1 year		\$ 220.00	\$ 220.00	<input type="text"/>
Pollination	1 hive		\$ 75.00	\$ 75.00	<input type="text"/>
Variable Machinery Costs	1 acre		\$ 43.51	\$ 43.51	<input type="text"/>
Hired Labor					<input type="text"/>
Pest Control and Hoeing	18 hours		\$ 9.00	\$ 162.00	<input type="text"/>
Interest	1 acre			\$ 48.86	<input type="text"/>
<b>TOTAL PRODUCTION COST</b>				\$ 1,444.87	<input type="text"/>
<b>RETURN ABOVE PREHARVEST VARIABLE COSTS</b>				\$ 10,555.13	<input type="text"/>
<b>FIXED COSTS</b>					
Fixed Machinery Costs	1 acre		\$ 66.76	\$ 66.76	<input type="text"/>
Fixed Costs on Irrigation System	1 year		\$ 258.00	\$ 258.00	<input type="text"/>
<b>TOTAL FIXED COST</b>				\$ 324.76	<input type="text"/>
<b>TOTAL PREHARVEST COSTS</b>				\$ 1,769.63	<input type="text"/>
<b>HARVESTING AND MARKETING</b>					
Hired Labor	240 hours		\$ 9.00	\$ 2,160.00	<input type="text"/>
Plastic Clamshells	6000 pints		\$ 0.15	\$ 900.00	<input type="text"/>
Marketing Costs	10% gross		\$ 12,000.00	\$ 1,200.00	<input type="text"/>
Refrigeration Costs	30 days		\$ 1.22	\$ 36.60	<input type="text"/>
<b>Total Harvest and Marketing Variable Costs</b>				\$ 4,296.60	<input type="text"/>
Fixed cost of refrigeration system	1 year		\$ 550.00	\$ 550.00	<input type="text"/>
<b>Total Harvest Costs</b>				\$ 4,846.60	<input type="text"/>
<b>TOTAL COSTS</b>				\$ 6,616.23	<input type="text"/>
Operator and Unpaid Family Labor	19.95 hrs		\$ 15.00	\$ 299.25	<input type="text"/>
<b>RETURN TO LAND, CAPITAL, AND MANAGEMENT</b>				\$ 5,084.52	<input type="text"/>

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

# HIGHBUSH BLUEBERRIES, Kentucky 2014 (Operator Harvest)

Full Production Year Summary

	Quantity	Unit	\$/Unit	Total	Your Estimate
<b>GROSS RETURNS</b>	8500 pts		\$ 2.00	\$ 17,000.00	<input type="text"/>
<b>VARIABLE COSTS</b>					
<b>PRODUCTION</b>					
Fungicide	1 acre		\$ 193.80	\$ 193.80	<input type="text"/>
Fertilizer (Ammonium Sulfate)	376 lbs		\$ 0.60	\$ 225.60	<input type="text"/>
Herbicide	1 acre		\$ 186.00	\$ 186.00	<input type="text"/>
Insecticide	1 acre		\$ 78.70	\$ 78.70	<input type="text"/>
Irrigation	6 months		\$ 41.33	\$ 248.00	<input type="text"/>
Pest Control	1 year		\$ 220.00	\$ 220.00	<input type="text"/>
Pollination	1 hive		\$ 75.00	\$ 75.00	<input type="text"/>
Variable Machinery Costs	1 acre		\$ 43.51	\$ 43.51	<input type="text"/>
Hired Labor					<input type="text"/>
Pest Control and Hoeing	18 hours		\$ 9.00	\$ 162.00	<input type="text"/>
Interest	1 acre			\$ 50.14	<input type="text"/>
<b>TOTAL PRODUCTION COST</b>				\$ 1,482.75	<input type="text"/>
<b>RETURN ABOVE PREHARVEST VARIABLE COSTS</b>				<b>\$ 15,517.25</b>	<input type="text"/>
<b>FIXED COSTS</b>					
Fixed Machinery Costs	1 acre		\$ 66.76	\$ 66.76	<input type="text"/>
Fixed Costs on Irrigation System	1 year		\$ 258.00	\$ 258.00	<input type="text"/>
<b>TOTAL FIXED COST</b>				\$ 324.76	<input type="text"/>
<b>TOTAL PREHARVEST COSTS</b>				<b>\$ 1,807.51</b>	<input type="text"/>
<b>HARVESTING AND MARKETING</b>					
Hired Labor	340 hours		\$ 9.00	\$ 3,060.00	<input type="text"/>
Plastic Clamshells	8500 pints		\$ 0.15	\$ 1,275.00	<input type="text"/>
Marketing Costs	10% gross		\$ 17,000.00	\$ 1,700.00	<input type="text"/>
Refrigeration Costs	30 days		\$ 1.22	\$ 36.60	<input type="text"/>
<b>Total Harvest and Marketing Variable Costs</b>				\$ 6,071.60	<input type="text"/>
Fixed cost of refrigeration system	1 year		\$ 550.00	\$ 550.00	<input type="text"/>
<b>Total Harvest Costs</b>				\$ 6,621.60	<input type="text"/>
<b>TOTAL COSTS</b>				\$ 8,429.11	<input type="text"/>
Operator and Unpaid Family Labor	19.95 hrs		\$ 15.00	\$ 299.25	<input type="text"/>
<b>RETURN TO LAND, CAPITAL, AND MANAGEMENT</b>				<b>\$ 8,271.64</b>	<input type="text"/>

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