

Enterprise
Unit

CAULIFLOWER - FRESH
2001

ha

Furrow Irrigation

GROSS MARGIN BUDGET:
1 ha

Standard Budget	Your Budget
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INCOME:

1200 carton/ha @ \$9.00 /carton

\$10,800.00

A. Total Income/ha
\$10,800.00
VARIABLE COSTS:
Transplants

16000 /ha \$0.04 /plant

\$640.00

Tractor costs
Large equipment including labour, fuel, oil, etc

2 Cultivation	0.7 hr/ha	\$30.50 /hr	\$42.70
1 Lister	0.5 hr/ha	\$30.50 /hr	\$15.25
1 Drill Fertiliser	0.5 hr/ha	\$30.50 /hr	\$15.25
2 Bedform	0.5 hr/ha	\$30.50 /hr	\$30.50
1 Sidedress	0.5 hr/ha	\$30.50 /hr	\$15.25
1 Inter Row Cult'n	0.5 hr/ha	\$30.50 /hr	\$15.25
6 Boomspray	0.2 hr/ha	\$30.50 /hr	\$36.60
1 Sowing	0.5 hr/ha	\$30.50 /hr	\$15.25

Irrigation

Water 4 ML/ha \$17.36 /ML \$69.44

Fertiliser

Starter Fertiliser	500 kg/ha	\$0.45 /kg	\$225.00
Urea	125 kg/ha	\$0.38 /kg	\$46.88

Pest control

2 Insecticide	0.5 L/ha	\$46.00 /L	\$46.00
2 Insecticide	0.8 L/ha	\$14.40 /L	\$23.04
4 Fungicide	2.5 kg/ha	\$7.45 /kg	\$74.50
1 Fungicide	2.2 kg/ha	\$8.30 /kg	\$18.26

Weed control

1 Pre emergent	2 L/ha	\$10.25 /L	\$20.50
Chipping weeds	10 hr/ha	\$14.50 /hr	\$145.00

Casual Labour

Fixing rubber bands	50 hr/ha	\$14.50 /hr	\$725.00
Rubber bands (30% crop)			\$100.00
3 Transplanting	6 hr/ha	\$14.50 /hr	\$261.00

Harvesting (4 passes needed)

Harvest labour	115 hr/ha	\$14.50 /hr	\$1,667.50
Trailer pickup	21 hr/ha	\$30.50 /hr	\$640.50
Cartons	1200 carton/ha	\$1.73 /carton	\$2,076.00
Cooling	1200 carton/ha	\$0.05 /carton	\$60.00

Freight

Markets 1200 carton/ha \$0.90 /carton \$1,080.00

Levy

0.50% \$54.00

Agents commission

12.00% \$1,296.00

B. Total Variable Costs
\$9,454.67

Break-even price	\$7.88 /hd
Break-even yield	1,051 hd/ha

Gross Margin per ha (A-B)
\$1,345.34
Gross Margin per ML
\$336.33
PRODUCT TRADE NAMES

The product trade names in this publication are omitted on the understanding that no preference between equivalent products is intended and that the inclusion of a product does not imply endorsement by NSW Agriculture over any other equivalent product from another manufacturer.

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SENSITIVITY ANALYSIS
TABLE 1- Effect of Yield and Price on Gross Margin /ha

YIELD (carton)	DELIVERED PRICE (\$/carton)					
	5.00	7.00	9.00	11.00	13.00	15.00
1000	-\$782	\$968	\$2,718	\$4,468	\$6,218	\$7,968
1100	-\$371	\$1,554	\$3,479	\$5,404	\$7,329	\$9,254
1200	\$40	\$2,140	\$4,240	\$6,340	\$8,440	\$10,540
1300	\$450	\$2,725	\$5,000	\$7,275	\$9,550	\$11,825
1400	\$861	\$3,311	\$5,761	\$8,211	\$10,661	\$13,111

TABLE 2- Effect of Yield and Price on Gross Margin /ML

YIELD (carton)	DELIVERED PRICE (\$/carton)					
	5.00	7.00	9.00	11.00	13.00	15.00
1000	-\$195	\$242	\$680	\$1,117	\$1,555	\$1,992
1100	-\$93	\$389	\$870	\$1,351	\$1,832	\$2,314
1200	\$10	\$535	\$1,060	\$1,585	\$2,110	\$2,635
1300	\$113	\$681	\$1,250	\$1,819	\$2,388	\$2,956
1400	\$215	\$828	\$1,440	\$2,053	\$2,665	\$3,278

The weighted average price shown in bold is based on the Flemington Market prices over a recent 12 month period.

NOTES:

- Area** - Sydney basin, and Bathurst, are the main growing areas.
- Production** - Exposure to sunlight turns the curd an undesirable pink colour. Leaves are often tied over the curd for protection against direct sunlight. Growers usually plant a double row on 1.8 metre beds. Early grown varieties are usually sown 600mm between plants with about 20 000 plants per hectare. Later growing varieties are usually sown 0.9 to 1m apart, with 15000 plants per hectare.
- Pests** - Cabbage White Butterfly and Diamond Back Moth are the most common insect pests with club root, head rots, downy mildew and blackleg the most common diseases.
- Harvesting** - Harvesting is done by hand every 2nd or 3rd day with 3-5 passes required
 - Short season varieties (70 to 100 days) are grown over summer. Medium to long season varieties (115 to 150 days) are sown from February to June for a winter and spring harvest.
- Yields** - Average crops range from 15 to 30 tonnes per hectare.
- Packaging** - Returnable plastic crates, bulk bins or 20kg waxed cardboard cartons can be used for the domestic market while only 20kg waxed cardboard cartons are used for the export market.
- Economic note** - **This budget is ONLY A GUIDE** and should be altered for movements in crop and input prices, changes in seasonal conditions and the farm characteristics.
 - This budget does not include overhead costs or GST.