



LETTUCE - Fresh (Sprinkler Irrigation)

Farm Enterprise Budget Series

Sydney Basin 2009

1. GROSS MARGIN BUDGET:

INCOME:

2,200 cartons/ha @ \$13.00 /carton

Standard Budget \$/ha	Your Budget \$/ha
\$28,600	

A. TOTAL INCOME \$/ha:

\$28,600	
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VARIABLE COSTS:

See following page for detail

Planting.....	\$3,000	
Tractor costs.....	\$572	
Irrigation.....	\$313	
Fertiliser.....	\$779	
Pest control.....	\$1,082	
Casual labour (incl harvesting).....	\$3,740	
Marketing.....	\$13,959	

B. TOTAL VARIABLE COSTS \$/ha:

\$23,446	
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C. GROSS MARGIN (A-B) \$/ha

\$5,154	
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D. GROSS MARGIN \$/ML

\$1,289	
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2. SENSITIVITY TABLES

2.1 EFFECT OF YIELD AND PRICE ON GROSS MARGIN PER HECTARE

YIELD ctns/ha	Price (\$/carton)				
	\$9.0	\$11.5	\$13.0	\$14.5	\$16.0
1,400	-\$4,190	-\$1,127	\$710	\$2,548	\$4,385
1,800	-\$3,368	\$570	\$2,932	\$5,295	\$7,657
2,200	-\$2,546	\$2,267	\$5,154	\$8,042	\$10,929
2,600	-\$1,724	\$3,964	\$7,376	\$10,789	\$14,201
3,000	-\$902	\$5,661	\$9,598	\$13,536	\$17,473

2.2 EFFECT OF YIELD AND PRICE ON GROSS MARGIN PER MEGALITRE

YIELD ctns/ha	Price (\$/carton)				
	\$9.0	\$11.5	\$13.0	\$14.5	\$16.0
1,400	-\$1,047	-\$282	\$178	\$637	\$1,096
1,800	-\$842	\$142	\$733	\$1,324	\$1,914
2,200	-\$636	\$567	\$1,289	\$2,010	\$2,732
2,600	-\$431	\$991	\$1,844	\$2,697	\$3,550
3,000	-\$225	\$1,415	\$2,400	\$3,384	\$4,368

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CALENDAR OF OPERATIONS:

Operation	Machinery			Inputs		
	Hrs/ha	Cost \$/hr	Total \$/ha	Rate/ha	Cost	Total \$/ha
Disc plough	1.16	\$24.18	\$28.05			
Lister	0.78	\$27.95	\$21.80			
Scarifier	0.42	\$22.85	\$9.60			
Bedform	0.78	\$25.05	\$19.54			
Planter	3	\$31.12	\$93.36			
Transplants (60,000/ha)				60,000	\$0.05	\$3,000.00
Apply starter fertiliser <i>eg: Starterfos MAP</i>	0.1	\$24.91	\$4.98	250kg	\$1.63	\$407.50
<i>eg: Single super</i>				200kg	\$0.51	\$102.00
Aerial spray insecticide <i>eg: Success 2</i>			\$21.00	0.8L	\$363.64	\$290.91
Fungicide <i>eg: Bravo 720</i>	0.1	\$22.92	\$2.29	2L	\$20.44	\$40.88
Chipping				60hrs	\$22.00	\$1,320.00
Apply sidedressing fertiliser <i>eg: Urea</i>	0.1	\$24.91	\$4.98	260kg	\$0.98	\$254.80
Aerial spray insecticide <i>eg: Success 2</i>			\$21.00	0.8L	\$363.64	\$290.91
Apply <i>Molasses</i>	0.1	\$22.92	\$2.29	3L	\$2.18	\$6.54
Fungicide <i>eg: Acrobat</i>	0.1	\$22.92	\$2.29	0.36L	\$272.73	\$98.18
Foliar fertiliser <i>eg: Micro nutrients foliar</i>	0.1	\$22.92	\$2.29	2L	\$8.18	\$16.36
Aerial spray insecticide <i>eg: Avatar</i>			\$21.00	0.17L	\$58.51	\$9.95
Crop Monitoring						\$240.00
Insecticide <i>eg: Dipel ES</i>	0.1	\$22.92	\$2.29	0.75L	\$56.00	\$42.00
Irrigation				4ML	\$32.80	\$131.19
Pumping costs				4ML	\$45.50	\$182.00
Harvesting: Labour				110hrs	\$22.00	\$2,420.00
Trailer	17.6	\$21.78	\$383.33			
Packaging: 68L waxed carton				2200ctns	\$2.67	\$5,874.00
Freight to markets: 68L waxed carton				2200ctns	\$2.00	\$4,400.00
Cooling				2200ctns	\$0.05	\$110.00
Commission					12%	\$3,432.00
Levy					0.50%	\$143.00

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AGRONOMIC NOTES

Area:	Sydney Basin, Central West, and Hay are the main growing areas.
Production:	This budget represents a growing system where the crop is grown from transplants and sprinkler irrigated with 3 or 4 rows sown per bed. Crops grown from seed are preferred in other growing areas with flood irrigation. Two rows are sown per bed then thinned to about 1 plant per 300mm of row at the six leaf stage. This gives a plant populations from 30 000 to 40 000 plants per hectare. Varietal selection is very important with both cool and warm weather varieties to chose from.
Pests:	Heliothis is the main insect pest with scleotinia the most common disease.
Harvesting:	Harvesting at Hay occurs from April to October with yields normally higher earlier in the season than in late winter/early spring. Harvesting can occur all year around at Sydney Basin. The growing period is dependent on temperature and ranges from 10 to 16 weeks.
Yields:	Yields can vary from 1500 to 3000 cartons (20 to 45 tonne) per hectare.
Packaging:	Lettuce is marketed in waxed cardboard cartons with about 12 to 15 kg per box (12 heads)
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. Variable costs are dependant on the location of production (eg: the cost of transport, irrigation and labour varies considerably throughout the state). This budget does not include overhead costs or GST.