

Enterprise  
Unit

ha

**BROCCOLI**

Furrow Irrigation

**2001**
**GROSS MARGIN BUDGET:**
**1 ha**

Standard Budget	Your Budget
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**INCOME:**

800 cartons/ha @ \$14.00 /carton

\$11,200.00

**A. Total Income/ha**
**\$11,200.00**
**VARIABLE COSTS:**
**Transplants**

50000 /ha \$0.04 /plant

\$2,000.00

**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
8 Boomspray	0.2 hr/ha	\$30.50 /hr	\$48.80
1 Sowing	6.0 hr/ha	\$30.50 /hr	\$183.00

**Irrigation**

Water 6 ML/ha \$17.36 /ML \$104.16

**Fertiliser**

Starter Fertiliser	500 kg/ha	\$0.45 /kg	\$225.00
Urea	400 kg/ha	\$0.38 /kg	\$150.00

**Pest control**

3 Insecticide	2.0 L/ha	\$14.45 /kg	\$86.70
3 Insecticide	0.5 L/ha	\$46.00 /L	\$69.00
2 Fungicide	2.5 kg/ha	\$7.45 /kg	\$37.25
1 Fungicide	2.2 kg/ha	\$8.30 /L	\$18.26

**Weed control**

1 Herbicide	2.8 L/ha	\$6.50 /L	\$9.10
1 Pre-emergent	2.0 L/ha	\$9.45 /L	\$18.90
1 Post emergent	1.0 L/ha	\$63.70 /L	\$63.70

**Casual Labour**

Chipping weeds	10 hr/ha	\$14.50 /hr	\$145.00
3 Transplanting	6 hr/ha	\$14.50 /hr	\$261.00

**Harvesting**

1 Trailer pickup	20 hr/ha	\$30.50 /hr	\$610.00
1 Harvest labour	85 hr/ha	\$14.50 /hr	\$1,232.50
1 Cartons	800 cartons/ha	\$1.50 /carton	\$1,200.00
1 Cooling (Ice)	800 cartons/ha	\$0.50 /carton	\$400.00
1 Loading	5 hr/ha	\$14.50 /hr	\$72.50

**Freight**

Markets 800 cartons/ha \$0.60 /carton \$480.00

**Levy**

0.50% \$56.00

**Agents commission**

12.00% \$1,344.00

**B. Total Variable Costs**
**\$8,949.07**

Break-even price	\$11.19 /carton
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**Gross Margin per ha (A-B)**
**\$2,250.93**

Break-even yield	639 cartons/ha
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**Gross Margin per ML**
**\$375.16**
**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.

Enterprise

## BROCCOLI

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### SENSITIVITY ANALYSIS

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

YIELD (carton)	DELIVERED PRICE (\$/carton)					
	10.00	12.00	<b>14.00</b>	16.00	18.00	20.00
600	-\$1,779	-\$729	\$321	\$1,371	\$2,421	\$3,471
700	-\$1,164	\$61	\$1,286	\$2,511	\$3,736	\$4,961
<b>800</b>	-\$549	\$851	<b>\$2,251</b>	\$3,651	\$5,051	\$6,451
900	\$66	\$1,641	\$3,216	\$4,791	\$6,366	\$7,941
1000	\$681	\$2,431	\$4,181	\$5,931	\$7,681	\$9,431

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

YIELD (carton)	DELIVERED PRICE (\$/carton)					
	10.00	12.00	<b>14.00</b>	16.00	18.00	20.00
600	-\$297	-\$122	\$53	\$228	\$403	\$578
700	-\$194	\$10	\$214	\$418	\$623	\$827
<b>800</b>	-\$92	\$142	<b>\$375</b>	\$608	\$842	\$1,075
900	\$11	\$273	\$536	\$798	\$1,061	\$1,323
1000	\$113	\$405	\$697	\$988	\$1,280	\$1,572

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

**NOTES:**

- Area** - Sydney Basin, Bathurst, MIA and Sunraysia are the main growing areas.
- Production** - Three rows of broccoli per bed are grown on 1.8 metre beds with 0.3 metre in-row spacing giving approximately 50,000 plants per hectare. Packout is reduced considerably (60 to 70%), with only 30-35,000 plants per hectare. The budget presented is for a winter crop using transplanted seedlings. With direct seeding, casual labour increases for weeding and harvesting (less packout). Crops are also not as uniform requiring extra pickings. Better utilisation of land can be achieved with transplants as it allows the grower about a month leeway before planting.
- Pests** - Diamond Back Moth is the major pest along with Cabbage White Butterfly and aphids.  
- Club root is the major disease along with head rots, downy mildew and blackleg.
- Harvesting** - Harvesting is done by hand every 2nd or 3rd day with 3 to 5 passes required.  
- Approx. 90-110 days from direct seeding to harvest.
- Yields** - Average crops range from 5500 to 7000 kg/ha.
- Packaging** - Broccoli is marketed in polystyrene cartons containing 8kg of broccoli with 3 to 6kg of ice, depending on the destination and storage times. There are approximately 35 heads per box and 30,000 heads per hectare that are packed out.
- 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.