

Enterprise **SWEET CORN - PROCESSING** 2001
 Unit ha Furrow Irrigation

GROSS MARGIN BUDGET:				1 ha	Standard Budget	Your Budget
INCOME:				18 t/ha @ \$125.00 /t	\$2,250.00	
				A. Total Income/ha	\$2,250.00	
VARIABLE COSTS:						
Seed						
	Jubilee	12 kg/ha	\$16.00 /kg		\$192.00	
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	
	7 Boomspray	0.2 hr/ha	\$30.50 /hr		\$42.70	
	1 Sowing	0.5 hr/ha	\$30.50 /hr		\$15.25	
Irrigation						
	Water	8 ML/ha	\$17.36 /ML		\$138.88	
Fertiliser						
	Anhydrous Ammonia	140 kg/ha	\$0.59 /kg		\$82.60	
	Starter fertiliser	200 kg/ha	\$0.45 /kg		\$89.40	
	Urea	290 kg/ha	\$0.38 /kg		\$108.75	
	Mico nutrients Foliar	2 kg/ha	\$1.20 /kg		\$2.40	
Pest control						
	1 Insecticide (at sowing)	2.0 L/ha	\$14.90 /L		\$29.80	
	2 Insecticide	2.0 L/ha	\$14.45 /L		\$57.80	
	1 Insecticide	0.5 L/ha	\$46.00 /L		\$23.00	
	1 Insecticide	2.0 L/ha	\$10.00 /L		\$20.00	
Weed Control						
	1 Pre-emergent	3.2 L/ha	\$9.25 /L		\$29.60	
	1 Pre-emergent	0.5 L/ha	\$10.25 /L		\$5.13	
	1 Post emergent	1.0 L/ha	\$19.80 /L		\$19.80	
Aerial spraying						
	2 Applications		\$12.00 /ha		\$24.00	
	Crop monitoring				\$60.00	
Harvesting						
	Contractor	18 t/ha	\$16.00 /t		\$288.00	
	2 Bin trailer at harvest	0.8 hr/ha	\$30.50 /hr		\$48.80	
Freight						
	Transported by processors					
Levy						
			0.50%		\$11.25	
				B. Total Variable Costs	\$1,423.36	
Break-even price \$79.08 /t				Gross Margin /ha (A-B)	\$826.65	
Break-even yield 11.39 t/ha				Gross Margin /ML	\$103.33	

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 (t)	DELIVERED PRICE (\$/t)					
	105.00	115.00	125.00	135.00	145.00	155.00
12	-\$62	\$57	\$176	\$296	\$415	\$535
15	\$203	\$352	\$502	\$651	\$800	\$949
18	\$468	\$648	\$827	\$1,006	\$1,185	\$1,364
21	\$734	\$943	\$1,152	\$1,361	\$1,570	\$1,779
24	\$999	\$1,238	\$1,477	\$1,716	\$1,954	\$2,193

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

YIELD (t)	DELIVERED PRICE (\$/t)					
	105.00	115.00	125.00	135.00	145.00	155.00
12	-\$8	\$7	\$22	\$37	\$52	\$67
15	\$25	\$44	\$63	\$81	\$100	\$119
18	\$59	\$81	\$103	\$126	\$148	\$170
21	\$92	\$118	\$144	\$170	\$196	\$222
24	\$125	\$155	\$185	\$214	\$244	\$274

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

NOTES:

- Area** - MIA and the Central West are the main growing areas.
- Production** - Twin rows on 1.8 to 2.0m beds are used for flood irrigation with plants spaced 15 to 25mm apart to give a plant population between 55 000 and 75 000 plants per hectare. Centre pivots are used for irrigation in the tablelands. Controlling heliothis in late crops is a big challenge with more growers now using IPM systems. Soil moisture should be maintained during tasselling to avoid desiccation during heatwave conditions.
- Pests** - Heliothis is the main insect pest with no major disease problems.
- Harvesting** - Mechanical harvesters are used with some processors having their own equipment. Sowing is from September to December with harvest from January to April. Maturity is when the cobs reach 72% moisture, which takes about 75 to 95 days (supersweets are harvested at a slightly higher moisture content).
- Yields** - Yields can vary from 12 to 25 tonnes per hectare.
- Packaging** - No packaging is required as crop is delivered in bulk trailers.
- 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.