

Enterprise Unit ha **ZUCCHINI** **2001**
 Spray Irrigation

GROSS MARGIN BUDGET:
1 ha

Standard Budget	Your Budget
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INCOME:

1500 half cartons/ha @ \$10.00 /half carton \$15,000.00

A. Total Income/ha \$15,000.00

VARIABLE COSTS:
Seed

Zucchini 6 kg/ha \$290.00 /kg \$1,740.00

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

2 Cultivate	2.5 hr/ha	\$24.50 /hr	\$122.50
1 Lister	2.0 hr/ha	\$24.50 /hr	\$49.00
1 Drill Fertiliser	2.0 hr/ha	\$24.50 /hr	\$49.00
1 Bedform	2.0 hr/ha	\$24.50 /hr	\$49.00
1 Incorporate herbicide	2.0 hr/ha	\$24.50 /hr	\$49.00
4 Boomspray	0.5 hr/ha	\$24.50 /hr	\$49.00
1 Sowing	2.0 hr/ha	\$24.50 /hr	\$49.00

Irrigation

Water	8 ML/ha	\$17.36 /ML	\$138.88
Pumping	8 ML/ha	\$30.00 /ML	\$240.00

Fertiliser

Single Super	200 kg/ha	\$0.24 /kg	\$48.00
Starter	200 kg/ha	\$0.45 /kg	\$89.40
Urea	200 kg/ha	\$0.38 /kg	\$75.00

Pest control

2 Fungicide	2.5 kg/ha	\$7.45 /kg	\$37.25
2 Fungicide	2.0 kg/ha	\$8.30 /kg	\$33.20
1 Insecticide	2.0 L/ha	\$14.60 /L	\$29.20
1 Insecticide	2.0 L/ha	\$14.90 /L	\$29.80

Weed control

Chipping	15 hr/ha	\$14.50 /hr	\$217.50
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Pollination

Bee hives	3 hives/ha	\$50.00 /hive	\$150.00
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Harvesting (9 passes needed)

Harvesting Tractor	3 hr/ha	\$24.50 /hr	\$661.50
3 Casual labours	3 hr/ha	\$14.50 /hr	\$1,174.50
Bin Pick up	9 hr/ha	\$24.50 /hr	\$220.50

handling

Grading & Packing	1500 carton/ha	\$1.20 /carton	\$1,800.00
Cartons	1500 cartons/ha	\$1.50 /carton	\$2,250.00
Cooling	1500 cartons/ha	\$0.05 /carton	\$75.00

Levy

0.50% \$75.00

Freight

Markets	1500 cartons/ha	\$0.60 /carton	\$900.00
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Agents commission

12.00% \$1,800.00

B. Total Variable Costs \$12,201.23

Break-even price	\$8.13 /half carton
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Gross Margin per ha (A-B) \$2,798.77

Break-even yield	1,220 half cartons/ha
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Gross Margin per ML \$349.85

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

ZUCCHINI
 Spray Irrigation

2001
SENSITIVITY ANALYSIS
TABLE 1- Effect of Yield and Price on Gross Margin /ha

YIELD (half carton)	DELIVERED PRICE ;/half carton)					
	8.00	9.00	10.00	11.00	12.00	13.00
1100	-\$1,721	-\$771	\$179	\$1,129	\$2,079	\$3,029
1300	-\$774	\$358	\$1,489	\$2,620	\$3,751	\$4,883
1500	\$174	\$1,486	\$2,799	\$4,111	\$5,424	\$6,736
2000	\$3,521	\$5,315	\$7,109	\$8,903	\$10,696	\$12,490
2500	\$6,869	\$9,144	\$11,419	\$13,694	\$15,969	\$18,244

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

YIELD (half carton)	DELIVERED PRICE ;/half carton)					
	8.00	9.00	10.00	11.00	12.00	13.00
1100	-\$215	-\$96	\$22	\$141	\$260	\$379
1300	-\$97	\$45	\$186	\$328	\$469	\$610
1500	\$22	\$186	\$350	\$514	\$678	\$842
2000	\$440	\$664	\$889	\$1,113	\$1,337	\$1,561
2500	\$859	\$1,143	\$1,427	\$1,712	\$1,996	\$2,280

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

NOTES:

- Area** - Sydney Basin, North coast and Sunraysia are the main growing areas.
- Production** - Plants are spaced 25 to 50cm apart on beds 1.5 to 2.0m apart. Dark skinned varieties are the most popular with consumers. The crop should be graded for size with the best prices achieved for fruit under 15cm in length. Crops are normally grown on raised beds and prefer well drained lighter soils as plants are susceptible to root diseases and drowning from waterlogging. Plastic mulch & drip irrigation is commonly used in zucchini production.
- Pollination** - Pollination rates are higher because they are not good for the bees.
- Pests** - Aphids are the main insect pest with powdery mildew and viruses as the main disease problem.
- Harvesting** - Zucchinis are sown from mid-September to late December for a late December to April harvest. Multiple hand harvests are required with when the fruit is still at an immature stage.
- Yields** - Yields vary from 12 to 18 tonnes (1200 to 18000 ½ cartons) per hectare with bees essential for pollination and high yields.
- Packaging** - Zucchinis are normally marketed in polystyrene ½ cartons that hold about 10kg of fruit.
- 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.