## INCOME:

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Rate</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anticipated Yield</td>
<td>1st Grade</td>
<td>25 tonne/ha</td>
<td>@ $210.00 /tonne</td>
</tr>
</tbody>
</table>

**A. Gross Income/ha**

$5,250.00

## OPERATING COSTS:

### Seed and Plants

- Seed
  - 12 kg/ha
  - $117.50 /kg
  - $1,410.00

### Fertiliser

- Anhydrous Ammonia
  - 140 kg/ha
  - $1.26 /kg
  - $176.40

- Starter (base fertiliser)
  - 200 kg/ha
  - $1.06 /kg
  - $212.00

- Urea (side dressing)
  - 290 kg/ha
  - $0.86 /kg
  - $249.40

- Micro Nutrients
  - 5 L/ha
  - $6.50 /L
  - $32.50

### Fuel

- Ground Preparation
  - 15 L/hr
  - 1.4 hr/ha
  - $1.15 /L
  - $24.15

- Bed Preparation
  - 15 L/hr
  - 0.5 hr/ha
  - $1.15 /L
  - $8.63

- Sowing/Planting
  - 15 L/hr
  - 0.5 hr/ha
  - $1.15 /L
  - $8.63

- Inter Row Cultivation
  - 12 L/hr
  - 0.5 hr/ha
  - $1.15 /L
  - $6.90

- Chemical Applications
  - 12 L/hr
  - 1.4 hr/ha
  - $1.15 /L
  - $19.32

- Harvester
  - 12 L/hr
  - 1.4 hr/ha
  - $1.15 /L
  - $19.32

- Chaser Bins (at harvest)
  - 12 L/hr
  - 1.4 hr/ha
  - $1.15 /L
  - $19.32

### Chemicals

- Pre-emergent Herbicide
  - 1 application
  - 3.2 L/ha
  - $11.08 /L
  - $35.46

- Pre-emergent Herbicide
  - 1 application
  - 2.0 L/ha
  - $15.55 /L
  - $31.10

- Post-emergent Herbicide
  - 1 application
  - 2.0 L/ha
  - $5.50 /kg
  - $11.00

- Insecticide
  - 1 application
  - 0.25 kg/ha
  - $410.00 /kg
  - $102.50

- Insecticide
  - 1 application
  - 0.4 L/ha
  - $419.62 /L
  - $167.85

- Pest Scout Services
  - 1 application
  - $60.00 /ha
  - $60.00

### Water

- Furrow Irrigation
  - 7 ML/ha
  - $60.00 /ML
  - $420.00

### Labour

- Tractor Driving
  - 1 person
  - 7.4 hr/ha
  - $25.00 /hr
  - $185.00

- Irrigation
  - 1 person
  - 2.0 hr/ha
  - $25.00 /hr
  - $50.00

- Tractor Driving Harvest
  - 1 person
  - 2.1 hr/ha
  - $25.00 /hr
  - $52.50

- Harvesting
  - 2 people
  - 0.6 hr/ha
  - $18.00 /hr
  - $21.60

### Electricity/Gas

- No Pumping Costs

### Packaging

- No Packaging Required

### Freight/Transport

- Transport Costs Met by Processor

### Other Costs

- Levies
  - 0.50%
  - $26.25

**B. Total Operating Costs**

$3,418.26

**Break-even Price**

$138 / tonne for 25 tonne / ha

**Gross Margin per ha (A-B)**

$1,831.74

**Break-even Yield**

16.2 tonne / ha @ $210.00 / tonne

**Gross Margin /ML**

$261.68

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### 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 DPI over any other equivalent product from another manufacturer.
TABLE 1- Effect of Yield and Price on Gross Margin /ha

<table>
<thead>
<tr>
<th>YIELD (tonne)</th>
<th>DELIVERED PRICE ($/tonne)</th>
<th>130.00</th>
<th>170.00</th>
<th>210.00</th>
<th>250.00</th>
<th>290.00</th>
<th>330.00</th>
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</thead>
<tbody>
<tr>
<td>15</td>
<td></td>
<td>-$1,452</td>
<td>-$855</td>
<td>-$258</td>
<td>$339</td>
<td>$936</td>
<td>$1,533</td>
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<tr>
<td>20</td>
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<td>-$805</td>
<td>-$9</td>
<td>$787</td>
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<td>25</td>
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<tr>
<td>30</td>
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<td>$488</td>
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<tr>
<td>35</td>
<td></td>
<td>$1,135</td>
<td>$2,528</td>
<td>$3,921</td>
<td>$5,314</td>
<td>$6,707</td>
<td>$8,100</td>
</tr>
</tbody>
</table>

NOTES:

Authors - This budget was prepared by T.Napier, G.Kelly and S.Watts and outlines production for inland NSW, and represents flood irrigated crops in the Riverina.

Area - The main growing locations are the Central Tablelands and Riverina region.

Production - Sowing is from September to December.
- Twin rows on 1.8 to 2.0 m beds are used for flood irrigation with plants spaced 15 to 25 cm apart.
- Plant population is between 55,000 and 75,000 per ha.
- Centre pivots are used for irrigation in the tablelands.
- Soil moisture should be maintained during tasselling to avoid desiccation during heatwave conditions.
- Water usage is 4 to 6 ML/ha and varies with soil, location and season.

Pests, Diseases & Disorders - Heliothis is the main insect pest. Northern leaf blight and boil smut are common diseases.
Controlling heliothis in late crops is a big challenge with more growers now using IPM systems.

Harvesting - Harvest is carried out from January to April.
- Mechanical harvesters are used for processing crops.
- Cobs are considered mature when they reach 72% moisture, which takes about 75 to 95 days (supersweets are harvested at a slightly higher moisture content).

Packaging - No packaging is required as crops are delivered in bulk trailers.

Yields - Yields vary from 12 to 25 tonne per hectare.

Economic - This budget is ONLY A GUIDE and is specific to the regions specified. Costs and income can be altered for changes in crop management or input prices. Farmers should use their own figures.
- The budget uses a format similar to the Method 2 calculator in the VegTool Gross Margin program.
- Average prices for 2012 were used for this budget. Overhead costs or GST are not included.