

2008 Maryland Vegetable Enterprise Budgets



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2008 Enterprise Budgets

Introduction

Enterprise budgets provide invaluable information regarding individual enterprises on the farm. This tool enables the farm manager to make decisions regarding enterprises and plan for the coming production year. The enterprise budget uses farm revenue, variable cost, fixed cost and net income to provide a clear picture of the financial health of each farm enterprise. The 2008 Maryland enterprise budgets were developed using average yields and estimated input cost based upon producer and farm supplier data. The figures presented are averages and vary greatly from one farm to the other. It is therefore crucial to input actual farm data to complete enterprise budgets for your farm.

How to Use Enterprise Budgets

This booklet contains hard copies of available budgets for various vegetable crops. The budgets are compiled based upon typical inputs used in the vegetable industry, including fertilizer and pesticide inputs. The input choices and amounts will vary, based on such factors as pest pressures and fertility levels. Use the provided budgets as a guide for your operation. In the back of the bulletin are blank budgets to be used by the farmer. Fill out the blank budget based upon the projected input costs for your particular operation. Try to be as inclusive as possible. These budgets are also available electronically in Excel worksheets. The Excel sheets will allow you to modify budgets and compute cost automatically. Contact your local Cooperative Extension office for copies.

Budgets are included for the following crops:

Asparagus	Onion
Broccoli	Pak choi
Cabbage	Peppers
Cantaloupe	Peppers-Organic
Carrots	Potatoes, Sweet
Cauliflower	Potatoes, White
Cucumbers	Pumpkins
Eggplant	Squash
Green Beans	Sweet Corn
Greens, Kale	Sweet Corn, Organic
Horseradish	Tomatoes
Lettuce	Watermelon
Okra	

CROP GROWN:		PER ACRE FOR YEAR 2008		
ITEM	UNIT	QUANTITY	PRICE	TOTAL
INCOME				
CROP SOLD AS:				
VARIABLE/OPERATING COSTS				
TRANSPLANTS or SEEDS				
COVER CROP				
NITROGEN				
PHOSPHATE				
POTASH				
LIME				
INSECTICIDE 1:				
INSECTICIDE 2:				
INSECTICIDE 3:				
FUNGICIDE 1:				
FUNGICIDE 2:				
FUNGICIDE 3:				
HERBICIDE 1:				
HERBICIDE 2:				
SOIL TEST				
PLASTIC MULCH				
TRICKLE TUBE				
BEE RENTAL				
CROP CARE LABOR				
HARVESTING LABOR				
SHIPPING BOXES OR BINS				
INTEREST ON OPERATING CAPITAL				
TOTAL VARIABLE COSTS LISTED ABOVE				
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)				
PLOWING	ACRE			
DISKING AND HARROWING	ACRE			
PLANTING	ACRE			
FERTILIZER SPREADING	ACRE			
PESTICIDE APPLICATIONS	ACRE			
MULCH LAYING	ACRE			
MULCH DISPOSAL	ACRE			
IRRIGATION	ACRE			
LAND CHARGE	ACRE			
TOTAL FIXED COST LISTED ABOVE				
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES		<u>YIELDS</u>	<u>PRICES</u>	

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Dale Johnson, WREC

ASPARAGUS		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
ASPARAGUS	POUND	3000	\$1.50	\$4,500.00	
VARIABLE/OPERATING COSTS					
CROWNS 8000 @ \$150/1000 PRORATE OVER 10 YEARS	PRORATE	1.00	120.00	\$120.00	
COVER CROP	ACRE	1.00	30.00	30.00	
NITROGEN	POUND	75.00	0.68	51.00	
PHOSPHATE	POUND	100.00	0.45	45.00	
POTASH	POUND	225.00	0.65	146.25	
LIME	TON	0.50	45.00	22.50	
DEVRIKOL	POUND	6.00	9.93	59.55	
SANDEA	OUNCE	0.50	39.75	19.88	
SENCOR	POUND	1.33	15.24	20.26	
MALATHION	QUART	2.00	7.96	15.92	
SOIL TEST	ACRE	1.00	6.50	6.50	
HARVEST & PACKING LABOR	HOURLY	120.00	7.00	840.00	
20 POUND BOXES	BOX	150.00	17.25	2587.50	
PACKING BANDS	1000.00	8.00	10.00	80.00	
INTEREST ON OPERATING CAPITAL		\$4,044.36	0.50	7.0%	141.55
TOTAL VARIABLE COSTS LISTED ABOVE				\$4,185.91	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING PRORATED OVER TEN YEARS	ACRE	1	1.00	1.00	
DISKING PRORATED OVER TEN YEARS	ACRE	1	1.00	1.00	
FERTILIZER SPREADING	ACRE	1	5.00	5.00	
PLANTING PRORATED OVER 10 YEARS	ACRE	1	12.00	12.00	
PESTICIDE APPLICATIONS	ACRE	3	6.00	18.00	
IRRIGATION	ACRE	3	40.00	120.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$222.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$4,407.91	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$92.09	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$1.13	\$1.50	\$1.88	
	2250	(\$1,876.66)	(\$1,032.91)	(\$189.16)	
	3000	(\$1,032.91)	\$92.09	\$1,217.09	
	3750	(\$189.16)	\$1,217.09	\$2,623.34	

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BROCCOLI		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
BROCCOLI	BOXES	500	\$9.00	\$4,500.00	
VARIABLE/OPERATING COSTS					
PLANTS	EACH	15,000	0.04	\$600.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	150.00	0.68	102.00	
PHOSPHATE	POUND	75.00	0.45	33.75	
POTASH	POUND	100.00	0.65	65.00	
LIME	TON	0.50	45.00	22.50	
DUAL MAGNUM	PINT	1.00	13.03	13.03	
DIPEL, 5 SPRAYS	POUND	1.00	12.50	12.50	
SPINTOR 1 SPRAY	OUNCE	4.00	4.53	18.12	
THIODAN, 1 SPRAY	QUART	1.00	7.50	7.50	
DIAZINON	PINT	1.00	6.60	6.60	
SOIL TEST	ACRE	1.00	6.50	6.50	
HARVEST & PACKING LABOR	HOUR	200.00	7.00	1400.00	
20 POUND BOXES	BOX	450.00	1.00	450.00	
ICE	POUND	2000.00	0.10	200.00	
INTEREST ON OPERATING CAPITAL		\$2,977.50	0.50	7.0%	104.21
TOTAL VARIABLE COSTS LISTED ABOVE				\$3,081.71	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
FERTILIZER SPREADING	ACRE	3	5.00	15.00	
PLANTING	ACRE	1	100.00	100.00	
PESTICIDE APPLICATIONS	ACRE	8	6.00	48.00	
IRRIGATION	ACRE	3	40.00	120.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$374.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$3,455.71	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$1,044.29	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$6.75	\$9.00	\$11.25	
	375	(\$924.46)	(\$80.71)	\$763.04	
	500	(\$80.71)	\$1,044.29	\$2,169.29	
	625	\$763.04	\$2,169.29	\$3,575.54	

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CABBAGE		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
CABBAGE	POUND	40,000	0.10	\$4,000.00	
VARIABLE/OPERATING COSTS					
PLANTS	EACH	20000	0.04	\$800.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	200.00	0.68	136.00	
PHOSPHATE	POUND	150.00	0.45	67.50	
POTASH	POUND	300.00	0.65	195.00	
LIME	TON	0.50	45.00	22.50	
DUAL MAGNUM	PINT	1.00	13.03	13.03	
GOAL	GALLON	0.25	45.00	11.25	
WARRIOR	OUNCE	4.00	2.22	8.88	
DIPEL, 2 SPRAYS	POUND	0.40	12.50	5.00	
SPINTOR 1 SPRAY	OUNCE	4.00	4.53	18.12	
SOIL TEST	ACRE	1.00	6.50	6.50	
HARVEST & PACKING LABOR	HOUR	225.00	7.00	1575.00	
50 POUND CRATES	CRATE	800.00	1.35	1080.00	
INTEREST ON OPERATING CAPITAL		\$3,978.78	0.50	7.0%	139.26
TOTAL VARIABLE COSTS LISTED ABOVE				\$4,118.04	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
FERTILIZER SPREADING	ACRE	1	5.00	5.00	
PLANTING	ACRE	1	25.00	25.00	
PESTICIDE APPLICATIONS	ACRE	12	6.00	72.00	
IRRIGATION	ACRE	3	40.00	120.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$313.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$4,431.04	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				(\$431.04)	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$0.08	\$0.10	\$0.13	
	30000	(\$2,181.04)	(\$1,431.04)	(\$681.04)	
	40000	(\$1,431.04)	(\$431.04)	\$568.96	
	50000	(\$681.04)	\$568.96	\$1,818.96	

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CANTALOUPE (SAME AS MUSKMELON)		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
CANTALOUPE	MELON	5000.00	\$0.75	\$3,750.00	
VARIABLE/OPERATING COSTS					
TRANSPLANTS	EACH	2400.00	0.14	\$336.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	125.00	0.68	85.00	
PHOSPHATE	POUND	75.00	0.45	33.75	
POTASH	POUND	175.00	0.65	113.75	
LIME	TON	0.50	45.00	22.50	
ADMIRE PRO	OUNCE	6.00	5.90	35.40	
MITICIDE(AGRIMEK)	OUNCE	12.00	1.00	12.00	
BRAVO, 8 SPRAYS	GALLON	2.00	47.19	94.37	
NOVA (2 SPRAYS)	OUNCE	10.00	4.70	47.00	
QUADRI (1 SPRAY)	OUNCE	12.00	2.10	25.20	
STRATEGY(HERBICIDE)	PINTS	2.00	11.87	23.74	
THIODAN	QUART	2.25	7.50	16.88	
SOIL TEST	ACRE	1.00	6.50	6.50	
PLASTIC MULCH	YARDS	2900.00	0.06	174.00	
TRICKLE TUBE	YARDS	2900.00	0.06	174.00	
BEE RENTAL	ACRE	1.00	100.00	100.00	
HARVESTING LABOR	HOURLY	70.00	7.00	490.00	
SHIPPING BINS	BIN	10.00	13.33	133.30	
INTEREST ON OPERATING CAPITAL		\$1,963.39	0.50	7.0%	68.72
TOTAL VARIABLE COSTS LISTED ABOVE				\$2,032.10	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING AND HARROWING	ACRE	1	12.00	12.00	
PLANTING	ACRE	1	100.00	100.00	
FERTILIZER SPREADING	ACRE	1	5.00	5.00	
PESTICIDE APPLICATIONS	ACRE	10	6.00	60.00	
MULCH LAYING	ACRE	1	80.00	80.00	
MULCH DISPOSAL	ACRE	1	75.00	75.00	
IRRIGATION	ACRE	3	40.00	120.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$531.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$2,563.10	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$1,186.90	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$0.56	\$0.75	\$0.94	
	3750	(\$453.73)	\$249.40	\$952.52	
	5000	\$249.40	\$1,186.90	\$2,124.40	
	6250	\$952.52	\$2,124.40	\$3,296.27	

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CARROTS		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
CARROTS		1000.00	25000.00	\$0.08	\$2,000.00
VARIABLE/OPERATING COSTS					
SEED	POUND	4.00	9.75	\$39.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	80.00	0.68	54.40	
PHOSPHATE	POUND	100.00	0.45	45.00	
POTASH	POUND	100.00	0.65	65.00	
LIME	TON	0.50	45.00	22.50	
TREFLAN	PINT	1.25	2.59	3.24	
ASANA XL	OUNCE	8.00	2.50	20.00	
SOIL TEST	ACRE	1.00	6.50	6.50	
HARVESTING LABOR	HOURLY	165.00	7.00	1155.00	
INTEREST ON OPERATING CAPITAL		\$1,450.64	0.50	7.0%	50.77
TOTAL VARIABLE COSTS LISTED ABOVE				\$1,501.41	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
FERTILIZER SPREADING	ACRE	1	5.00	5.00	
PLANTING	ACRE	1	10.00	10.00	
CULTIVATION	ACRE	2	8.00	16.00	
PESTICIDE APPLICATIONS	ACRE	2	6.00	12.00	
IRRIGATION	ACRE	3	40.00	120.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$254.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$1,755.41	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$244.59	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$0.06	\$0.08	\$0.10	
	18750	(\$630.41)	(\$255.41)	\$119.59	
	25000	(\$255.41)	\$244.59	\$744.59	
	31250	\$119.59	\$744.59	\$1,369.59	

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CAULIFLOWER		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
CAULIFLOWER	BOX	400.00	\$7.00	\$2,800.00	
VARIABLE/OPERATING COSTS					
TRANSPLANTS	PLANT	10000.00	0.03	\$300.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	150.00	0.68	102.00	
PHOSPHATE	POUND	100.00	0.45	45.00	
POTASH	POUND	100.00	0.65	65.00	
LIME	TON	0.50	45.00	22.50	
DUAL MAGNUM	PINT	1.00	32.98	32.98	
DIPEL, 5 SPRAYS	POUND	1.00	44.35	44.35	
SPINTOR 1 SPRAY	OUNCE	4.00	2.80	11.20	
THIODAN, 1 SPRAY	QUART	1.00	322.50	322.50	
DIAZINON	PINT	1.00	40.90	40.90	
LANNATE, 4 SPRAYS	PINT	6.00	7.93	47.58	
BRAVO	GALLON	0.25	47.19	11.80	
TYING, HARVEST & PACKAGE	HOURL	220.00	7.00	1540.00	
11/9 BUSHEL BOXES	BOX	400.00	0.25	100.00	
INTEREST ON OPERATING CAPITAL		\$2,725.80	0.50	7.0%	95.40
TOTAL VARIABLE COSTS LISTED ABOVE				\$2,821.20	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
FERTILIZER APPLICATION	ACRE	1	6.00	6.00	
PLANTING	ACRE	1	100.00	100.00	
CULTIVATION	ACRE	2	8.00	16.00	
PESTICIDE APPLICATION	ACRE	6	6.00	36.00	
IRRIGATION	ACRE	3	40.00	120.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$369.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$3,190.20	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				(\$390.20)	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$5.25	\$7.00	\$8.75	
	300	(\$1,615.20)	(\$1,090.20)	(\$565.20)	
	400	(\$1,090.20)	(\$390.20)	\$309.80	
	500	(\$565.20)	\$309.80	\$1,184.80	

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CUCUMBER (SLICING-FRESH MARKET)		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
CUCUMBER	BOX	350.00	\$10.00	\$3,500.00	
VARIABLE/OPERATING COSTS					
SEED	POUND	2.00	55.00	\$110.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	130.00	0.68	88.40	
PHOSPHATE	POUND	100.00	0.45	45.00	
POTASH	POUND	150.00	0.65	97.50	
LIME	TON	0.50	45.00	22.50	
STRATEGY	PINTS	3.00	11.87	35.61	
LANNATE	PINT	2.00	7.93	15.86	
ADMIRE PRO	OUNCE	6.00	5.90	35.40	
MITICIDE(AGRIMEK)	OUNCE	12.00	2.50	30.00	
BRAVO, 8 SPRAYS	GALLON	2.00	47.19	94.37	
NOVA (1 SPRAY)	OUNCE	5.00	3.82	19.10	
TANOS (2 SPRAYS)	POUND	1.00	23.50	23.50	
PREVICUR FLEX (2 sprays)	PINT	2.40	10.62		
QUADRI (1 SPRAY)	OUNCE	12.00	15.50	186.00	
SOIL TEST	ACRE	1.00	6.50	6.50	
PLASTIC MULCH	YARD	2900.00	0.06	174.00	
TRICKLE TUBE	YARD	2900.00	0.06	174.00	
BEE RENTAL	ACRE	1.00	100.00	100.00	
HARVESTING & PACKING LABOR	HOUR	120.00	7.00	840.00	
50 POUND BOXES	BOX	300.00	0.75	225.00	
INTEREST ON OPERATING CAPITAL		\$2,362.74	0.50	7.0%	82.70
TOTAL VARIABLE COSTS LISTED ABOVE				\$2,445.44	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	2	12.00	24.00	
FERTILIZER SPREADING	ACRE	1	5.00	5.00	
PLANTING	ACRE	1	50.00	50.00	
MULCH LAYING	ACRE	1	100.00	100.00	
PESTICIDE APPLICATIONS	ACRE	9	6.00	54.00	
MULCH REMOVAL	ACRE	1	80.00	80.00	
IRRIGATION	ACRE	3	40.00	120.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$512.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$2,957.44	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$542.56	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$7.50	\$10.00	\$12.50	
	263	(\$988.69)	(\$332.44)	\$323.81	
	350	(\$332.44)	\$542.56	\$1,417.56	
	328	(\$496.50)	\$323.81	\$1,144.13	

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EGGPLANT		PER ACRE FOR YEAR 2008		
ITEM	UNIT	QUANTITY	PRICE	TOTAL
INCOME				
EGGPLANT	1/2 BUSHEL	1000.00	\$5.00	\$5,000.00
VARIABLE/OPERATING COSTS				
TRANSPLANTS	PLANT	7000.00	0.08	\$560.00
COVER CROP	ACRE	1.00	40.00	40.00
NITROGEN	POUND	150.00	0.68	102.00
PHOSPHATE	POUND	150.00	0.45	67.50
POTASH	POUND	150.00	0.65	97.50
LIME	TON	0.33	45.00	14.85
SANDEA	OUNCE	0.50	39.75	19.88
WARRIOR	OUNCE	3.00	2.22	6.66
MITICIDE(AGRIMEK)	OUNCE	12.00	1.00	12.00
ADMIRE PRO	OUNCE	5.00	5.90	29.50
BRAVO, 4 SPRAYS	GALLON	1.00	47.19	47.19
QUADRIS	OUNCE	6.00	2.10	12.60
SOIL TEST	ACRE	1.00	6.50	6.50
STAKES PRORATED OVER 5 YEARS	STAKES	3000.00	0.05	150.00
TWINE	BALL	4.00	10.00	40.00
PLASTIC MULCH	YARD	2900.00	0.06	174.00
TRICKLE TUBE	YARD	2900.00	0.06	174.00
STAKE, HARVEST & PACKING LABOR	HOUR	160.00	7.00	1120.00
1/2 BU BOXES	BOX	1000.00	0.25	250.00
INTEREST ON OPERATING CAPITAL	\$2,924.17	0.50	7.0%	102.35
TOTAL VARIABLE COSTS LISTED ABOVE				\$3,026.52
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)				
PLOWING	ACRE	1	14.00	14.00
DISKING	ACRE	1	12.00	12.00
PLANTING	ACRE	1	100.00	100.00
FERTILIZER SPREADING	ACRE	1	5.00	5.00
PESTICIDE APPLICATIONS	ACRE	4	6.00	24.00
IRRIGATION	ACRE	3	40.00	120.00
MULCH APPLICATION	ACRE	1	100.00	100.00
MULCH REMOVAL	ACRE	1	80.00	80.00
LAND CHARGE	ACRE	1	65.00	65.00
TOTAL FIXED COST LISTED ABOVE				\$520.00
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$3,546.52
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$1,453.48
		<u>PRICES</u>		
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	<u>YIELDS</u>	\$3.75	\$5.00	\$6.25
	750	(\$734.02)	\$203.48	\$1,140.98
	1000	\$203.48	\$1,453.48	\$2,703.48
	1250	\$1,140.98	\$2,703.48	\$4,265.98

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

GREEN BEANS		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
GREEN BEANS	BUSHEL	250.00	\$9.00	\$2,250.00	
VARIABLE/OPERATING COSTS					
SEED	POUND	50.00	2.00	\$100.00	
SOIL TEST	ACRE	1.00	6.50	6.50	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	60.00	0.68	40.80	
PHOSPHATE	POUND	60.00	0.45	27.00	
POTASH	POUND	100.00	0.65	65.00	
LIME	TON	0.50	45.00	22.50	
DUAL MAGNUM	PINT	1.30	13.03	16.94	
ADMIRE PRO	OUNCE	6.00	5.90	35.40	
LANNATE	PINT	1.50	7.93	11.90	
WARRIOR	OUNCE	3.00	2.22	6.66	
KOCIDE	POUND	4.00	6.83	27.30	
QUADRIS	OUNCE	4.00	2.10	8.40	
BOXES	PIECE	172.00	0.50	86.00	
HARVESTING & PACKING LABOR	HOURLY	200.00	7.00	1400.00	
INTEREST ON OPERATING CAPITAL		\$1,894.39	0.50	7.0%	66.30
TOTAL VARIABLE COSTS LISTED ABOVE				\$1,960.70	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
PLANTING	ACRE	1	12.00	12.00	
FERTILIZER APPLICATION	ACRE	1	5.00	5.00	
CULTIVATING	ACRE	2	8.00	16.00	
PESTICIDE APPLICATION	ACRE	4	6.00	24.00	
IRRIGATION	ACRE	3	40.00	120.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$268.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$2,228.70	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$21.30	
		<u>PRICES</u>			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	<u>YIELDS</u>	\$6.75	\$9.00	\$11.25	
	188	(\$963.07)	(\$541.20)	(\$119.32)	
	250	(\$541.20)	\$21.30	\$583.80	
	300	\$312.50	\$471.30	\$1,146.30	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

GREENS, KALE OR COLLARD		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
GREENS, KALE OR COLLARD	POUND	7500.00	\$0.30	\$2,250.00	
VARIABLE/OPERATING COSTS					
SEED	POUND	3.00	3.00	9.00	
NITROGEN	POUND	100.00	0.68	68.00	
PHOSPHATE	POUND	50.00	0.45	22.50	
POTASH	POUND	50.00	0.65	32.50	
LIME	TON	0.50	45.00	22.50	
TREFLAN	PINT	1.00	2.59	2.59	
DIAZINON	PINT	3.00	6.60	19.80	
DIPEL	POUND	3.00	31.00	93.00	
SOIL TEST	ACRE	1.00	6.50	6.50	
HARVESTING & PACKING LABOR	HOURLY	140.00	7.00	980.00	
30 POUND BOX	BOX	250.00	0.50	125.00	
ICE	POUND	3500.00	0.10	350.00	
INTEREST ON OPERATING CAPITAL		\$1,731.39	0.50	7.0%	60.60
TOTAL VARIABLE COSTS LISTED ABOVE				\$1,791.99	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
FERTILIZER SPREADING	ACRE	1	5.00	5.00	
PLANTING	ACRE	1	12.00	12.00	
PESTICIDE APPLICATIONS	ACRE	3	6.00	18.00	
IRRIGATION	ACRE	1	40.00	40.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$166.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$1,957.99	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$292.01	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$0.23	\$0.30	\$0.38	
	5625	(\$692.36)	(\$270.49)	\$151.39	
	7500	(\$270.49)	\$292.01	\$854.51	
	9375	\$151.39	\$854.51	\$1,557.64	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

HORSERADISH		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
HORSERADISH	POUND	4000.00	\$0.35	\$1,400.00	
VARIABLE/OPERATING COSTS					
SEED, ROOTSTOCK	RSTK	9700.00	0.02	\$194.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	130.00	0.68	88.40	
PHOSPHATE	POUND	150.00	0.45	67.50	
POTASH	POUND	150.00	0.65	97.50	
LIME	TON	0.50	45.00	22.50	
ADMIRE PRO	OUNCE	5.00	5.90	29.50	
GOAL	GAL	0.31	45.00	13.95	
SEVIN, 1 SPRAYS	POUND	1.00	31.44	31.44	
SOIL TEST	ACRE	1.00	6.50	6.50	
PLANTING LABOR	HOURL	8.00	7.00	56.00	
HARVESTING & PACKING LABOR	HOURL	60.00	7.00	420.00	
CRATES	CRATE	80.00	1.00	80.00	
INTEREST ON OPERATING CAPITAL		\$1,147.29	0.50	7.0%	40.15
TOTAL VARIABLE COSTS LISTED ABOVE				\$1,187.44	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
PLANTING	ACRE	1	100.00	100.00	
FERTILIZER APPLICATION	ACRE	2	5.00	10.00	
PESTICIDE APPLICATIONS	ACRE	5	6.00	30.00	
IRRIGATION	ACRE	2	40.00	80.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$311.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$1,498.44	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				(\$98.44)	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$0.26	\$0.35	\$0.44	
	3000	(\$710.94)	(\$448.44)	(\$185.94)	
	4000	(\$448.44)	(\$98.44)	\$251.56	
	5000	(\$185.94)	\$251.56	\$689.06	

Written By:
Ben Beale, St Mary's County
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Dale Johnson, WREC

LETTUCE, LEAF TYPE		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
LETTUCE, LEAF TYPE	CARTON	1200.00	\$5.50	\$6,600.00	
VARIABLE/OPERATING COSTS					
TRANSPLANTS	PIECE	15000.00	0.04	\$600.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	100.00	0.68	68.00	
PHOSPHATE	POUND	100.00	0.45	45.00	
POTASH	POUND	150.00	0.65	97.50	
DRIP TAPE	YARD	4000.00	0.06	240.00	
LIME	TON	0.50	45.00	22.50	
INSECTICIDE	ACRE	1.00	67.00	67.00	
SOIL TEST	ACRE	1.00	6.50	6.50	
PRECOOLING	CARTON	1200.00	0.25	300.00	
HARVEST & PACKING LABOR	HOUR	200.00	7.00	1400.00	
1 1/9 BU CARTON	CARTON	1200.00	0.75	900.00	
INTEREST ON OPERATING CAPITAL		\$3,786.50	0.50	7.0%	132.53
TOTAL VARIABLE COSTS LISTED ABOVE				\$3,919.03	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
PLANTING	ACRE	1	15.00	15.00	
FERTILIZER APPLICATIONS	ACRE	2	5.00	10.00	
PESTICIDE APPLICATIONS	ACRE	3	6.00	18.00	
IRRIGATION	ACRE	2	40.00	80.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$214.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$4,133.03	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$2,466.97	
		<u>PRICES</u>			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	<u>YIELDS</u>	\$4.13	\$5.50	\$6.88	
	900	(\$420.53)	\$816.97	\$2,054.47	
	1200	\$816.97	\$2,466.97	\$4,116.97	
	1500	\$2,054.47	\$4,116.97	\$6,179.47	

Written By:
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Shannon Dill, Talbot County
Dale Johnson, WREC

OKRA		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
OKRA	POUND	6000.00	\$0.65	\$3,900.00	
VARIABLE/OPERATING COSTS					
SEED	POUND	6.00	85.00	\$510.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	100.00	0.68	68.00	
PHOSPHATE	POUND	200.00	0.45	90.00	
POTASH	POUND	200.00	0.65	130.00	
LIME	TON	0.50	45.00	22.50	
TREFLAN	PINT	2.00	2.59	5.18	
QUADRIS	OUNCE	2.00	2.10	4.20	
ADMIRE PRO	OUNCE	5.00	5.90	29.50	
SOIL TEST	ACRE	1.00	6.50	6.50	
LABOR	HOUR	300.00	7.00	2100.00	
30 POUND BUSHEL BASKETS	BASKET	200.00	1.00	200.00	
INTEREST ON OPERATING CAPITAL		\$3,205.88	0.50	7.0%	112.21
TOTAL VARIABLE COSTS LISTED ABOVE				\$3,318.09	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
PLANTING	ACRE	1	15.00	15.00	
NITROGEN APPICATION	ACRE	1	6.00	6.00	
PESTICIDE APPLICATIONS	ACRE	2	6.00	12.00	
IRRIGATION	ACRE	3	40.00	120.00	
FERTILZER APPLICATION	ACRE	1	5.00	5.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$249.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$3,567.09	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$332.91	
		<u>PRICES</u>			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	<u>YIELDS</u>	\$0.49	\$0.65	\$0.81	
	4500	(\$1,373.34)	(\$642.09)	\$89.16	
	6000	(\$642.09)	\$332.91	\$1,307.91	
	7500	\$89.16	\$1,307.91	\$2,526.66	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

ONION (GREEN)		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
Onion	SACK	650.00	\$9.00	\$5,850.00	
VARIABLE/OPERATING COSTS					
ONION TRANSPLANTS	POUND	60000.00	0.02	\$1,200.00	
NITROGEN	POUND	40.00	0.68	27.20	
PHOSPHATE	POUND	80.00	0.45	36.00	
POTASH	POUND	80.00	0.65	52.00	
LIME	TON	0.50	45.00	22.50	
BRAVO	PINT	0.38	47.19	17.69	
QUADRIS	OUNCES	6.00	2.10	12.60	
CAPTAN	POUND	0.70	5.13	3.59	
GOAL	OUNCES	4.00	45.00	180.00	
POAST	GALLON	0.13	68.50	8.56	
LORSBAN	GALLON	0.25	38.50	9.63	
DIAZINON	PINT	1.00	6.60	6.60	
SOIL TEST	ACRE	1.00	6.50	6.50	
PLASTIC MULCH	YARDS	2900.00	0.06	174.00	
TRICKLE TUBE	YARDS	2900.00	0.06	174.00	
PLANTING LABOR	HOURS	100.00	7.00	700.00	
HARVESTING	HOURS	150.00	7.00	1050.00	
SACKS	EACH	130.00	0.09	11.70	
INTEREST ON OPERATING CAPITAL		\$3,692.57	0.50	7.0%	129.24
TOTAL VARIABLE COSTS LISTED ABOVE				\$3,821.81	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
FERTILIZING	ACRE	1	5.00	5.00	
DISKING	ACRE	1	12.00	12.00	
IRRIGATION	ACRE	3	40.00	120.00	
PESTICIDE APPLICATION	ACRE	7	6.00	42.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$258.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$4,079.81	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$1,770.19	
		<u>PRICES</u>			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	<u>YIELDS</u>	6.75	\$9.00	\$11.25	
	488	(\$789.18)	\$307.69	\$1,404.57	
	650	\$307.69	\$1,770.19	\$3,232.69	
	813	\$1,404.57	\$3,232.69	\$5,060.82	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

PAK CHOY		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
Pak Choy	POUND	18,000	0.18	\$3,240.00	
VARIABLE/OPERATING COSTS					
PLANTS	EACH	9680	0.05	\$484.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	150.00	0.68	102.00	
PHOSPHATE	POUND	100.00	0.45	45.00	
POTASH	POUND	150.00	0.65	97.50	
LIME	TON	0.50	45.00	22.50	
DEVRIKOL	POUND	3.50	9.93	34.74	
GOAL	QUART	0.25	45.00	11.25	
ASANA, 5 SPRAYS	GALLON	0.62	2.50	38.44	
BRAVO 720	GALLON	0.38	47.19	17.93	
SOIL TEST	ACRE	1.00	6.50	6.50	
				0.00	
				0.00	
HARVEST & PACKING LABOR	HOURLY	175.00	7.00	1225.00	
40 POUND BOXES	BOXES	450.00	0.90	405.00	
				0.00	
				0.00	
				0.00	
				0.00	
				0.00	
INTEREST ON OPERATING CAPITAL		\$889.00	0.50	7.0%	31.12
TOTAL VARIABLE COSTS LISTED ABOVE				\$2,560.97	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
FERTILIZER SPREADING	ACRE	1	5.00	5.00	
PLANTING	ACRE	1	25.00	25.00	
PESTICIDE APPLICATIONS	ACRE	7	6.00	42.00	
IRRIGATION	ACRE	3	40.00	120.00	
				0.00	
				0.00	
				0.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$283.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$2,843.97	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$396.03	
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES			<u>PRICES</u>		
		<u>YIELDS</u>	\$0.14	\$0.18	
			\$0.23		
	13500	(\$1,021.47)	(\$413.97)	\$193.53	
	18000	(\$413.97)	\$396.03	\$1,206.03	
	22500	\$193.53	\$1,206.03	\$2,218.53	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

PEPPERS		PER ACRE FOR YEAR 2008		
ITEM	UNIT	QUANTITY	PRICE	TOTAL
INCOME				
PEPPERS	BOX	800.00	\$7.50	\$6,000.00
VARIABLE/OPERATING COSTS				
TRANSPLANTS	PLANT	8500.00	0.10	\$850.00
COVER CROP	ACRE	1.00	40.00	40.00
NITROGEN	POUND	150.00	0.68	102.00
PHOSPHATE	POUND	100.00	0.45	45.00
POTASH	POUND	150.00	0.65	97.50
LIME	TON	0.50	45.00	22.50
TREFLAN	PINT	1.50	2.59	3.89
ADMIRE PRO	OUNCE	12.00	5.90	70.80
SPINTOR	OUNCE	8.00	4.53	36.24
ORTHENE	3/4 LB CAN	1.00	15.00	15.00
MANEX	QUART	8.00	5.37	42.96
RIDOMIL GOLD	GALLON	0.13	720.00	90.00
PERMETHRIN	QUART	2.00	25.00	50.00
STAKES (PRORATED OVER 5 YEARS)	PIECE	3500.00	0.05	175.00
SOIL TEST	ACRE	1.00	6.50	6.50
PLASTIC MULCH	YARDS	2900.00	0.06	174.00
TRICKLE TUBE	YARDS	2900.00	0.06	174.00
STRINGING, HARVESTING & PACKING LABOR	HOUR	200.00	7.00	1400.00
BUSHEL BOXES	BOX	800.00	1.00	800.00
INTEREST ON OPERATING CAPITAL	\$4,195.39	0.50	7.0%	146.84
TOTAL VARIABLE COSTS LISTED ABOVE				\$4,342.22
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)				
PLOWING	ACRE	1	14.00	14.00
DISKING	ACRE	1	12.00	12.00
PLANTING	ACRE	1	50.00	50.00
FERTILIZER APPLICATION	ACRE	2	6.00	12.00
PESTICIDE APPLICATIONS	ACRE	10	6.00	60.00
IRRIGATION	ACRE	3	40.00	120.00
MULCH LAYING	ACRE	1.00	130.00	130.00
PLASTIC MULCH REMOVAL	ACRE	1.00	120.00	120.00
LAND CHARGE	ACRE	1	65.00	65.00
TOTAL FIXED COST LISTED ABOVE				\$583.00
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$4,925.22
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$1,074.78
		<u>PRICES</u>		
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	<u>YIELDS</u>	\$5.63	\$7.50	\$9.38
	600	(\$1,550.22)	(\$425.22)	\$699.78
	800	(\$425.22)	\$1,074.78	\$2,574.78
	1000	\$699.78	\$2,574.78	\$4,449.78

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

PEPPERS (Organic)		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
PEPPERS	BOX	400.00	\$15.00	\$6,000.00	
VARIABLE/OPERATING COSTS					
TRANSPLANTS	PLANT	7300.00	0.15	1,095.00	
COVER CROP	ACRE	1.00	40.00	40.00	
COMPOST MANURE	TON	6.00	30.00	180.00	
PYRETHRIN (Three Applications)	PINT	3.00	25.00	75.00	
ROTENONE (Two Applications)	POUND	20.00	35.00	700.00	
SEAWEED Folier Feeding (Four Applications)	QUART	4.00	8.00	32.00	
SOIL TEST	ACRE	1.00	6.50	6.50	
LIME	TON	0.50	45.00	22.50	
HAND WEEDING, HARVESTING & PACKING LABOR	HOURL	250.00	7.00	1750.00	
BUSHEL BOXES	BOX	400.00	1.00	400.00	
INTEREST ON OPERATING CAPITAL		\$4,301.00	0.50	7.0%	150.54
TOTAL VARIABLE COSTS LISTED ABOVE				\$4,451.54	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
PLANTING	ACRE	1	100.00	100.00	
MANURE APPLICATION	ACRE	2	6.00	12.00	
IRRIGATION	ACRE	3	40.00	120.00	
BOTANICAL APPLICATIONS	ACRE	9	6.00	54.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$377.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$4,828.54	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$1,171.47	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$11.25	\$15.00	\$18.75	
	300	(\$1,453.54)	(\$328.54)	\$796.47	
	400	(\$328.54)	\$1,171.47	\$2,671.47	
	500	\$796.47	\$2,671.47	\$4,546.47	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

SWEET POTATO		PER ACRE FOR YEAR 2008		
ITEM	UNIT	QUANTITY	PRICE	TOTAL
INCOME				
SWEET POTATO	BUSHEL	300.00	\$9.00	\$2,700.00
VARIABLE/OPERATING COSTS				
TRANSPLANTS	EACH	12000.00	0.04	\$480.00
COVER CROP	ACRE	1.00	40.00	40.00
NITROGEN	POUND	75.00	0.68	51.00
PHOSPHATE	POUND	100.00	0.45	45.00
POTASH	POUND	200.00	0.65	130.00
LIME	TON	0.50	45.00	22.50
COMMAND	OUNCE	12.00	0.91	10.92
WARRIOR	OUNCE	3.00	2.22	6.66
LORSBAN	Gallon	0.50	38.50	19.25
SOIL TEST	ACRE	1.00	6.50	6.50
PLANTING AND HARVESTING LABOR	HOURLY	40.00	7.00	280.00
BUSHEL CRATES	EACH	300.00	1.25	375.00
INTEREST ON OPERATING CAPITAL	\$1,466.83	0.50	7.0%	51.34
TOTAL VARIABLE COSTS LISTED ABOVE				\$1,518.17
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)				
PLOWING	ACRE	1	14.00	14.00
DISKING	ACRE	1	12.00	12.00
PLANTING	ACRE	1	50.00	50.00
FERTILIZER APPLICATION	ACRE	2	5.00	10.00
PESTICIDE APPLICATIONS	ACRE	7	6.00	42.00
HARVESTING	ACRE	1	150.00	150.00
IRRIGATION	ACRE	3	40.00	120.00
LAND CHARGE	ACRE	1	65.00	65.00
TOTAL FIXED COST LISTED ABOVE				\$463.00
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$1,981.17
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$718.83
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES		<u>YIELDS</u>	<u>PRICES</u>	
		225	\$6.75	\$11.25
		300	(\$462.42)	\$43.83
		300	\$43.83	\$718.83
		375	\$550.08	\$1,393.83
				\$2,237.58

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

POTATO		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
POTATO	POUND	20000.00	\$0.08	\$1,600.00	
VARIABLE/OPERATING COSTS					
SEED	POUND	1300.00	0.20	\$260.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	150.00	0.68	102.00	
PHOSPHATE	POUND	150.00	0.45	67.50	
POTASH	POUND	200.00	0.65	130.00	
LIME	TON	0.50	45.00	22.50	
ADMIRE PRO	OUNCE	6.00	5.90	35.40	
ASANA XL	OUNCE	7.00	2.50	17.50	
BRAVO 720, 3 SPRAYS	GALLON	0.50	47.19	23.59	
DUAL MAGNUM	PINT	1.50	13.03	19.55	
LOROX 50DF	POUND	1.00	15.75	15.75	
MANCOZEB, 3 SPRAYS	POUND	6.00	2.23	13.35	
SOIL TEST	ACRE	1.00	6.50	6.50	
HARVESTING LABOR	ACRE	50.00	7.00	350.00	
INTEREST ON OPERATING CAPITAL		\$1,103.64	0.50	7.0%	38.63
TOTAL VARIABLE COSTS LISTED ABOVE				\$1,142.26	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
PLANTING	ACRE	1	50.00	50.00	
FERTILIZER APPLICATIONS	ACRE	2	5.00	10.00	
PESTICIDE APPLICATIONS	ACRE	7	6.00	42.00	
HARVESTING	ACRE	1	150.00	150.00	
IRRIGATION	ACRE	3	40.00	120.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$463.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$1,605.26	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				(\$5.26)	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$0.06	\$0.08	\$0.10	
	15000	(\$705.26)	(\$405.26)	(\$105.26)	
	20000	(\$405.26)	(\$5.26)	\$394.74	
	25000	(\$105.26)	\$394.74	\$894.74	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

PUMPKINS		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
PUMPKINS	EACH	2400.00	\$1.00	\$2,400.00	
VARIABLE/OPERATING COSTS					
SEED	POUND	3.00	49.00	\$147.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	100.00	0.68	68.00	
PHOSPHATE	POUND	100.00	0.45	45.00	
POTASH	POUND	150.00	0.65	97.50	
LIME	TON	0.50	45.00	22.50	
STRATEGY	PINTS	3.00	11.87	35.61	
ADMIRE PRO	OUNCE	6.00	5.90	35.40	
THIODAN 3EC	QUART	1.00	7.50	7.50	
PRISTINE	OUNCE	12.00	2.37	28.44	
BRAVO	GAL	0.50	47.19	23.59	
NOVA (2 SPRAYS)	OUNCE	10.00	4.70	47.00	
SULFUR	POUND	8.00	0.35	2.80	
QUADRI (2 SPRAYS)	OUNCE	22.00	2.10	46.20	
SOIL TEST	ACRE	1.00	6.50	6.50	
HARVESTING LABOR	HOURLY	60.00	7.00	420.00	
INTEREST ON OPERATING CAPITAL		\$1,073.04	0.50	7.0%	37.56
TOTAL VARIABLE COSTS LISTED ABOVE				\$1,110.60	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
PLANTING	ACRE	1	15.00	15.00	
FERTILIZER APPLICATION	ACRE	1	5.00	5.00	
PESTICIDE APPLICATIONS	ACRE	7	6.00	42.00	
IRRIGATION	ACRE	4	40.00	160.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$313.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$1,423.60	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$976.40	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$0.75	\$1.00	\$1.25	
	1800	(\$73.60)	\$376.40	\$826.40	
	2400	\$376.40	\$976.40	\$1,576.40	
	3000	\$826.40	\$1,576.40	\$2,326.40	

Written By:
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Dale Johnson, WREC

SPINACH					PER ACRE FOR YEAR 2008				
ITEM	UNIT	QUANTITY	PRICE	TOTAL					
INCOME									
SPINACH	CRATE	250.00	\$8.50	\$2,125.00					
VARIABLE/OPERATING COSTS									
SEED	POUND	12.00	2.40	\$28.80					
NITROGEN	POUND	100.00	0.68	68.00					
PHOSPHATE	POUND	100.00	0.45	45.00					
POTASH	POUND	300.00	0.65	195.00					
LIME	TON	0.50	45.00	22.50					
STINGER	OUNCE	4.00	15.00	60.00					
DIAZINON	GALLON	0.13	22.48	2.81					
LANNATE	PINT	4.00	7.93	31.72					
QUADRIS	OUNCE	4.00	2.10	8.40					
SOIL TEST	ACRE	1.00	6.50	6.50					
LABOR	HOUR	75.00	6.50	487.50					
ICE	POUND	4000.00	0.10	400.00					
1 BU CRATES	EACH	240.00	1.00	240.00					
INTEREST ON OPERATING CAPITAL			7.0%	\$1,596.23	0.50	55.87			
TOTAL VARIABLE COSTS LISTED ABOVE				\$1,652.10					
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)									
DISKING	ACRE	1	12.00	12.00					
PLANTING	ACRE	1	15.00	15.00					
FERTILIZER APPLICATION	ACRE	2	5.00	10.00					
PESTICIDE APPLICATIONS	ACRE	2	6.00	12.00					
IRRIGATION	ACRE	3	40.00	120.00					
PLOWING	ACRE	1	14.00	14.00					
LAND CHARGE	ACRE	1	65.00	65.00					
TOTAL FIXED COST LISTED ABOVE				\$248.00					
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$1,900.10					
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$224.90					
						PRICES			
NET INCOME ABOVE VARIABLE AND	YIELDS	\$6.38	\$8.50	\$10.63					
FIXED COSTS LISTED ABOVE FOR	188	(\$704.78)	(\$306.35)	\$92.09					
VARIOUS YIELDS AND PRICES	250	(\$306.35)	\$224.90	\$756.15					
	313	\$92.09	\$756.15	\$1,420.22					

Written By:
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Shannon Dill, Talbot County
Dale Johnson, WREC

SUMMER SQUASH		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
SQUASH	1/2 BUSHEL	700.00	\$6.00	\$4,200.00	
VARIABLE/OPERATING COSTS					
SEED	POUND	4.00	35.00	\$140.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	130.00	0.68	88.40	
PHOSPHATE	POUND	75.00	0.45	33.75	
POTASH	POUND	100.00	0.65	65.00	
LIME	TON	0.50	45.00	22.50	
COMMAND	OUNCE	8.00	0.91	7.28	
ADMIRE PRO	OUNCE	6.00	5.90	35.40	
ASANA XL	OUNCE	7.00	2.50	17.50	
BRAVO	GALLON	1.00	47.19	47.19	
QUADRIS	OUNCE	12.00	2.10	25.20	
SOIL TEST	ACRE	1.00	6.50	6.50	
PLASTIC MULCH	YARDS	2900.00	0.06	174.00	
TRICKLE TUBE	YARDS	2900.00	0.06	174.00	
BEE RENTAL	ACRE	1.00	45.00	45.00	
LABOR	HOURLY	190.00	7.00	1330.00	
BOXES	BOX	700.00	0.60	420.00	
INTEREST ON OPERATING CAPITAL		\$2,671.72	0.50	7.0%	93.51
TOTAL VARIABLE COSTS LISTED ABOVE				\$2,765.23	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
FERTILIZER SPREADING	ACRE	2	5.00	10.00	
PLANTING	ACRE	1	15.00	15.00	
PESTICIDE APPLICATIONS	ACRE	11	6.00	66.00	
IRRIGATION	ACRE	2	40.00	80.00	
MULCH APPLICATION	ACRE	1	80.00	80.00	
MULCH REMOVAL	ACRE	1	60.00	60.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$402.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$3,167.23	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$1,032.77	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$4.50	\$6.00	\$7.50	
	525	(\$804.73)	(\$17.23)	\$770.27	
	700	(\$17.23)	\$1,032.77	\$2,082.77	
	875	\$770.27	\$2,082.77	\$3,395.27	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

SWEET CORN-FRESH MARKET		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
SWEET CORN	DOZEN	1200.00	\$1.50	\$1,800.00	
VARIABLE/OPERATING COSTS					
SEED	POUND	10.00	7.50	\$75.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	150.00	0.68	102.00	
PHOSPHATE	POUND	75.00	0.45	33.75	
POTASH	POUND	120.00	0.65	78.00	
LIME	TON	0.33	45.00	14.85	
ATRAZINE	QUART	1.00	1.50	1.50	
DUAL MAGNUM	PINT	1.50	13.03	19.55	
LANNATE	PINT	0.38	7.93	2.97	
LORSBAN	GALLON	0.25	38.50	9.63	
WARRIOR, 6 SPRAYS (3 FLUID OZ. EACH APPL.)	OUNCE	18.00	2.22	39.96	
SOIL TEST	ACRE	1.00	2.00	2.00	
HARVESTING LABOR	HOURLY	40.00	7.00	280.00	
CRATES	BOX	250.00	1.00	250.00	
INTEREST ON OPERATING CAPITAL		\$949.20	0.50	7.0%	33.22
TOTAL VARIABLE COSTS LISTED ABOVE				\$982.43	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	14.00	14.00	
DISKING	ACRE	1	12.00	12.00	
PLANTING	ACRE	1	20.00	20.00	
FERTILIZER APPLICATION	ACRE	2	5.00	10.00	
PESTICIDE APPLICATIONS	ACRE	8	6.00	48.00	
IRRIGATION	ACRE	5	40.00	200.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$369.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$1,351.43	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$448.57	
		<u>PRICES</u>			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	<u>YIELDS</u>	\$1.13	\$1.50	\$1.88	
	900	(\$338.93)	(\$1.43)	\$336.07	
	1200	(\$1.43)	\$448.57	\$898.57	
	1500	\$336.07	\$898.57	\$1,461.07	

Written By:
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Dale Johnson, WREC

SWEET CORN (Organic)		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
SWEET CORN	DOZEN	600.00	\$3.50	\$2,100.00	
VARIABLE/OPERATING COSTS					
SEED	POUND	10.00	15.00	\$150.00	
COVER CROP	ACRE	1.00	30.00	30.00	
COMPOST MANURE	TON	4.00	35.00	140.00	
LIME	TON	0.50	13.60	6.80	
SIDE DRESS WITH BLOOD MEAL	POUND	250.00	1.00	250.00	
B.T. (3 Applications)	QUART	6.00	15.00	90.00	
ENTRUST (5 Applications)	OUNCE	5.00	6.00	30.00	
SOIL TEST	ACRE	1.00	1.00	1.00	
HARVESTING LABOR	HOURLY	40.00	7.00	280.00	
CONTAINERS	BOX	125.00	1.00	125.00	
INTEREST ON OPERATING CAPITAL		\$1,102.80	0.50	7.0%	38.60
TOTAL VARIABLE COSTS LISTED ABOVE				\$1,141.40	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	12.00	12.00	
DISKING	ACRE	1	10.00	10.00	
PLANTING	ACRE	1	12.00	12.00	
MANURE APPLICATION	ACRE	1	6.00	6.00	
IRRIGATION	ACRE	5	40.00	200.00	
CULTIVATION	ACRE	4	10.00	40.00	
SPRAY APPLICATION	ACRE	5	6.00	30.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$375.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$1,516.40	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$583.60	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$2.63	\$3.50	\$4.38	
	450	(\$335.15)	\$58.60	\$452.35	
	600	\$58.60	\$583.60	\$1,108.60	
	750	\$452.35	\$1,108.60	\$1,764.85	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

TOMATOES, STAKED		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
TOMATOES	BOX, 25 LB	1200.00	\$7.00	\$8,400.00	
VARIABLE/OPERATING COSTS					
TRANSPLANTS	UNIT	6000.00	0.12	\$720.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	140.00	0.68	95.20	
PHOSPHATE	POUND	75.00	0.45	33.75	
POTASH	POUND	225.00	0.65	146.25	
LIME	TON	0.33	45.00	14.85	
DUAL MAGNUM	PINT	1.25	13.03	16.29	
SENCOR	POUND	0.34	15.24	5.18	
WARRIOR	OUNCE	6.00	2.22	13.32	
ADMIRE PRO	OUNCE	6.00	5.90	35.40	
QUADRI	OUNCE	8.00	2.10	17.76	
BRAVO	GALLON	1.25	47.19	58.98	
TANOS (1 SPRAYS)	POUND	0.50	33.40	16.70	
PLASTIC MULCH	YARD	2900.00	0.06	174.00	
TRICKLE TUBE	YARD	2900.00	0.06	174.00	
SOIL TEST	ACRE	1.00	6.50	6.50	
STAKE, HARVEST & PACKING LABOR	HOUR	325.00	7.00	2275.00	
STAKES PRORATED OVER 5 YEARS	STAKES	3000.00	0.05	150.00	
TWINE	BALL	4.00	10.00	40.00	
BOXES	BOXES	1200.00	0.60	720.00	
INTEREST ON OPERATING CAPITAL		\$4,753.18	0.50	7.0%	166.36
TOTAL VARIABLE COSTS LISTED ABOVE				\$4,919.54	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	12.00	12.00	
DISKING	ACRE	4	10.00	40.00	
FERTILIZER SPREADING	ACRE	2	6.00	12.00	
PLANTING	ACRE	1	100.00	100.00	
PESTICIDE APPLICATION	ACRE	10	6.00	60.00	
IRRIGATION	ACRE	4	40.00	160.00	
PLASTIC APPLICATION	ACRE	1	80.00	80.00	
PLASTIC REMOVAL	ACRE	1	80.00	80.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$609.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$5,528.54	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$2,871.46	
		<u>PRICES</u>			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	<u>YIELDS</u>	\$5.25	\$7.00	\$8.75	
	900	(\$803.54)	\$771.46	\$2,346.46	
	1200	\$771.46	\$2,871.46	\$4,971.46	
	1500	\$2,346.46	\$4,971.46	\$7,596.46	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

WATERMELON (SEEDED)		PER ACRE FOR YEAR 2008			
ITEM	UNIT	QUANTITY	PRICE	TOTAL	
INCOME					
WATERMELON	EACH	2500.00	\$1.50	\$3,750.00	
VARIABLE/OPERATING COSTS					
TRANSPLANTS	PLANT	2450.00	0.12	\$294.00	
COVER CROP	ACRE	1.00	40.00	40.00	
NITROGEN	POUND	150.00	0.68	102.00	
PHOSPHATE	POUND	75.00	0.45	33.75	
POTASH	POUND	225.00	0.65	146.25	
LIME	TON	0.50	45.00	22.50	
SANDEA	OUNCE	0.50	39.75	19.88	
CURBIT	Gallon	0.12	53.75	6.45	
ADMIRE PRO	OUNCE	6.00	5.90	35.40	
LANNATE	PINT	3.00	7.93	23.79	
BRAVO, 8 SPRAYS	GALLON	2.50	24.00	60.00	
MITICIDE(AGRIMEK)	OUNCE	12.00	1.00	12.00	
PRISTINE (2 SPRAYS)	OUNCE	30.00	2.37	71.10	
NOVA (2 SPRAYS)	OUNCE	10.00	4.70	47.00	
QUADRI (1 SPRAY)	OUNCE	12.00	2.10	25.20	
BEE RENTAL	ACRE	1.00	100.00	100.00	
HARVESTING LABOR	HOURS	45.00	7.00	315.00	
SOIL TEST	ACRE	1.00	6.50	6.50	
PLASTIC MULCH	YARD	2000.00	0.06	120.00	
TRICKLE TUBE	YARD	2000.00	0.06	120.00	
SHIPPING BINS	BIN	15.00	20.00	300.00	
INTEREST ON OPERATING CAPITAL		\$1,900.82	0.50	7.0%	66.53
TOTAL VARIABLE COSTS LISTED ABOVE				\$1,967.34	
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)					
PLOWING	ACRE	1	12.00	12.00	
DISKING	ACRE	1	10.00	10.00	
FERTILIZER SPREADING	ACRE	1	6.00	6.00	
PLANTING	ACRE	1	15.00	15.00	
IRRIGATION	ACRE	4	40.00	160.00	
PESTICIDE APPLICATION	ACRE	8	6.00	48.00	
MULCH APPLICATION	ACRE	1	65.00	65.00	
MULCH REMOVAL	ACRE	1	75.00	75.00	
LAND CHARGE	ACRE	1	65.00	65.00	
TOTAL FIXED COST LISTED ABOVE				\$456.00	
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				\$2,423.34	
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				\$1,326.66	
		PRICES			
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES	YIELDS	\$1.13	\$1.50	\$1.88	
	1875	(\$313.97)	\$389.16	\$1,092.28	
	2500	\$389.16	\$1,326.66	\$2,264.16	
	3125	\$1,092.28	\$2,264.16	\$3,436.03	

Written By:
Ben Beale, St Mary's County
Shannon Dill, Talbot County
Dale Johnson, WREC

CROP GROWN:		PER ACRE FOR YEAR 2008		
ITEM	UNIT	QUANTITY	PRICE	TOTAL
INCOME				
CROP SOLD AS:				
VARIABLE/OPERATING COSTS				
TRANSPLANTS or SEEDS				
COVER CROP				
NITROGEN				
PHOSPHATE				
POTASH				
LIME				
INSECTICIDE 1:				
INSECTICIDE 2:				
INSECTICIDE 3:				
FUNGICIDE 1:				
FUNGICIDE 2:				
FUNGICIDE 3:				
HERBICIDE 1:				
HERBICIDE 2:				
SOIL TEST				
PLASTIC MULCH				
TRICKLE TUBE				
BEE RENTAL				
CROP CARE LABOR				
HARVESTING LABOR				
SHIPPING BOXES OR BINS				
INTEREST ON OPERATING CAPITAL				
TOTAL VARIABLE COSTS LISTED ABOVE				
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)				
PLOWING	ACRE			
DISKING AND HARROWING	ACRE			
PLANTING	ACRE			
FERTILIZER SPREADING	ACRE			
PESTICIDE APPLICATIONS	ACRE			
MULCH LAYING	ACRE			
MULCH DISPOSAL	ACRE			
IRRIGATION	ACRE			
LAND CHARGE	ACRE			
TOTAL FIXED COST LISTED ABOVE				
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES		<u>YIELDS</u>		<u>PRICES</u>

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CROP GROWN:		PER ACRE FOR YEAR 2008		
ITEM	UNIT	QUANTITY	PRICE	TOTAL
INCOME				
CROP SOLD AS:				
VARIABLE/OPERATING COSTS				
TRANSPLANTS or SEEDS				
COVER CROP				
NITROGEN				
PHOSPHATE				
POTASH				
LIME				
INSECTICIDE 1:				
INSECTICIDE 2:				
INSECTICIDE 3:				
FUNGICIDE 1:				
FUNGICIDE 2:				
FUNGICIDE 3:				
HERBICIDE 1:				
HERBICIDE 2:				
SOIL TEST				
PLASTIC MULCH				
TRICKLE TUBE				
BEE RENTAL				
CROP CARE LABOR				
HARVESTING LABOR				
SHIPPING BOXES OR BINS				
INTEREST ON OPERATING CAPITAL				
TOTAL VARIABLE COSTS LISTED ABOVE				
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)				
PLOWING	ACRE			
DISKING AND HARROWING	ACRE			
PLANTING	ACRE			
FERTILIZER SPREADING	ACRE			
PESTICIDE APPLICATIONS	ACRE			
MULCH LAYING	ACRE			
MULCH DISPOSAL	ACRE			
IRRIGATION	ACRE			
LAND CHARGE	ACRE			
TOTAL FIXED COST LISTED ABOVE				
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES		<u>YIELDS</u>		<u>PRICES</u>

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CROP GROWN:		PER ACRE FOR YEAR 2008		
ITEM	UNIT	QUANTITY	PRICE	TOTAL
INCOME				
CROP SOLD AS:				
VARIABLE/OPERATING COSTS				
TRANSPLANTS or SEEDS				
COVER CROP				
NITROGEN				
PHOSPHATE				
POTASH				
LIME				
INSECTICIDE 1:				
INSECTICIDE 2:				
INSECTICIDE 3:				
FUNGICIDE 1:				
FUNGICIDE 2:				
FUNGICIDE 3:				
HERBICIDE 1:				
HERBICIDE 2:				
SOIL TEST				
PLASTIC MULCH				
TRICKLE TUBE				
BEE RENTAL				
CROP CARE LABOR				
HARVESTING LABOR				
SHIPPING BOXES OR BINS				
INTEREST ON OPERATING CAPITAL				
TOTAL VARIABLE COSTS LISTED ABOVE				
FIXED/OVERHEAD COSTS (CUSTOM RATES ARE USED AS A PROXY FOR FIELD OPERATION COSTS)				
PLOWING	ACRE			
DISKING AND HARROWING	ACRE			
PLANTING	ACRE			
FERTILIZER SPREADING	ACRE			
PESTICIDE APPLICATIONS	ACRE			
MULCH LAYING	ACRE			
MULCH DISPOSAL	ACRE			
IRRIGATION	ACRE			
LAND CHARGE	ACRE			
TOTAL FIXED COST LISTED ABOVE				
TOTAL VARIABLE AND FIXED COST LISTED ABOVE				
NET INCOME OVER VARIABLE & FIXED COSTS LISTED ABOVE				
NET INCOME ABOVE VARIABLE AND FIXED COSTS LISTED ABOVE FOR VARIOUS YIELDS AND PRICES		<u>YIELDS</u>		<u>PRICES</u>

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INPUTS:PER ACRE FOR YEAR 2008		
General Inputs	UNIT	PRICE
Land Charge	acre	65.00
Unskilled Labor	hour	7.00
Skilled Labor	hour	9.50
Interest on Operating Capital	apr	7.0%
Nitrogen	pound	\$0.68
Phosphate	pound	\$0.45
Potash	pound	\$0.65
Lime	pound	\$45.00
Cover Crop	acre	\$40.00
Soil Test	acre	\$6.50
Bee Rental	acre	\$100.00
Plastic mulch-4 foot-embossed-black-4000 foot-\$97	yard	\$0.06
Drip Tape-8 mil-7500 foot -\$138	yard	\$0.06
Lay Flat, Drip Connectors	acre	\$25.00
Water-Irrigation	1 acre inch	\$40.00
Ice	pound	\$0.10
Pesticide Inputs	UNIT	PRICE
2-4DLV4	gallon	\$17.80
Admire Pro	ounce	\$5.90
AgriMek	ounce	\$1.00
Ally	ounce	\$21.00
Atrazine	pint	\$1.50
Asana	ounce	\$2.50
Axiom	40-acre box	\$582.35
Banrot	pound	\$37.95
Baythroid XL	gallon	\$352.50
Bicep II Magnum	gallon	\$45.50
Blazer Ultra	gallon	\$75.00
Bravo WS	gallon	\$47.19
Brigrode 2EC	gallon	\$211.50
Bullett	gallon	\$22.48
Butyrac 200	gallon	\$31.00
Cabrio	pound	\$24.00
Callisto	gallon	\$550.00
Canopy DF	pound	\$47.40
Captan 80W	pound	\$5.13
Capture	gallon	\$226.50
Champ	gallon	\$35.50
Clarity	gallon	\$93.50
Classic	ounce	\$13.60
Cleary 3336	pound	\$30.00

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Command 3ME	ounce	\$0.91
Crossbow	gallon	\$67.65
Curbit	gallon	\$53.75
Curzate	pound	\$32.63
Dacthal W75	pound	\$16.63
Danitol	gallon	\$172.65
Devrinol DF	pound	\$9.93
Diazonin AG600	pint	\$6.60
Dimetoate 400	gallon	\$40.90
Dipel DF	pound	\$12.50
Distinct	pound	\$44.35
Dithane DF	pound	\$2.23
Dual II Magnum	pint	\$13.03
Elevate	pound	\$32.98
Endura	pound	\$73.50
Entrust	ounce	\$6.00
Extreme	gallon	\$30.00
Finesse	ounce	\$13.78
Finesse (Grass/Broadleaf)	ounce	\$15.33
Flint	ounce	\$12.00
Force 3G	pound	\$4.88
Gem	ounce	\$280.00
Glyphos Extra (4AI)	gallon	\$22.75
Goal	gallon	\$45.00
Gramoxone Inteon	gallon	\$31.44
Harmony EXXP	ounce	\$13.75
Harmony GT	ounce	\$13.48
Harness Extra	gallon	\$29.50
Headline	gallon	\$280.00
Hoelon	gallon	\$80.75
Imidam 70 WSP	pound	\$8.55
Indar	pound	\$139.70
Intrepid	gallon	\$280.00
Kelthane	pound	\$17.25
Kerb 50 WP	pound	\$56.75
Kocide 2000	pound	\$4.90
Kocide 3000	pound	\$6.83
Lannate LV	pint	\$7.93
Lannate SP	pound	\$16.23
Latitude	each	\$11.83
Lexar	gallon	\$38.63
Liberty	gallon	\$75.50
Lorox 50	pound	\$15.75
Lorsban 4E	gallon	\$38.50
Lumax	gallon	\$52.40
Malathion 57	quart	\$7.96
Manex 4F	quart	\$5.37

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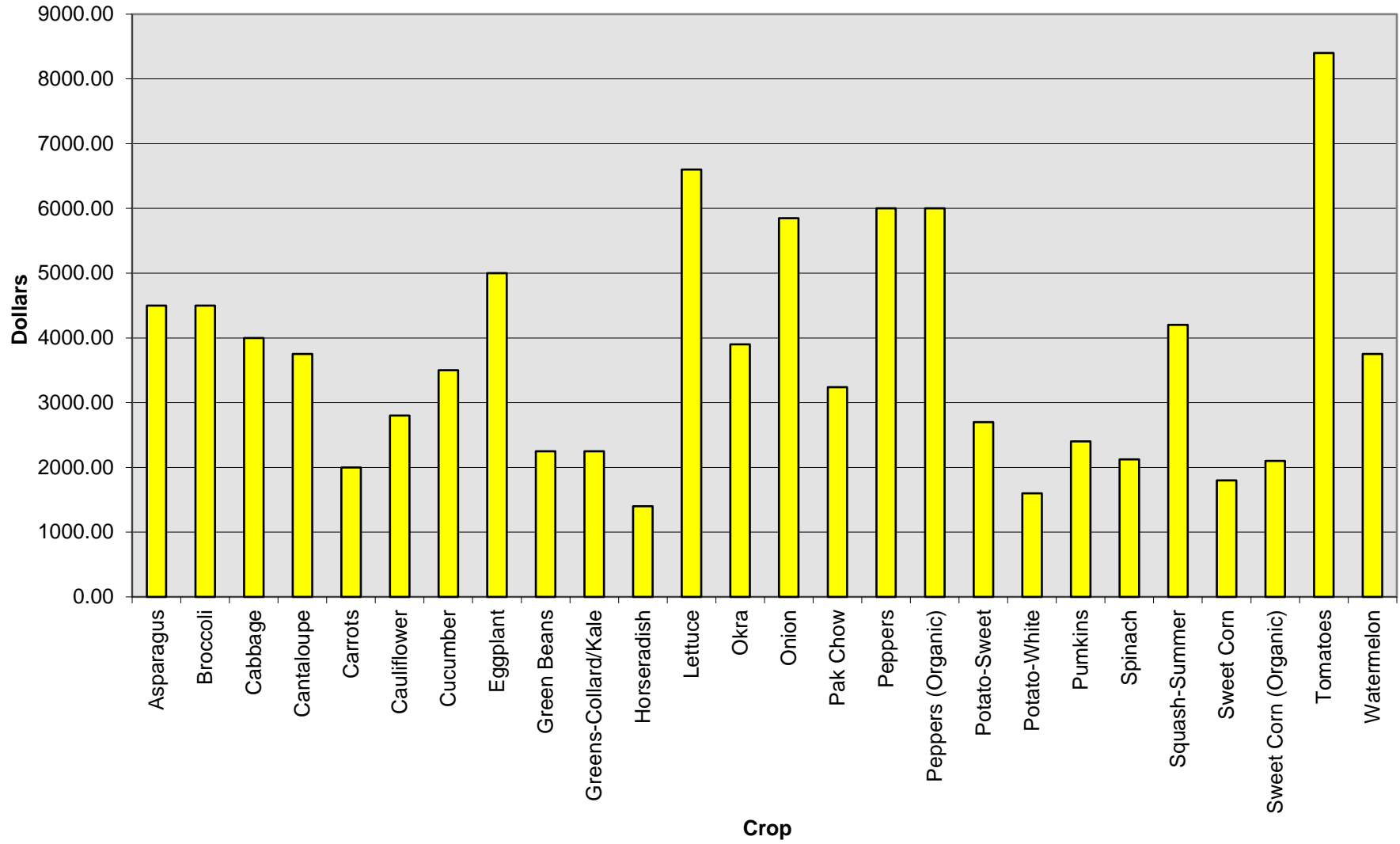
Milestone	gallon	\$358.00
Mustang Max	quart	\$194.00
Northstar	ounce	\$2.35
Nova 40W	ounce	\$4.70
Orbit	quart	\$95.00
Orthene 97	3/4 lb. can	\$15.00
Osprey	ounce	\$3.82
Overdrive	pound	\$59.00
Penncozeb	pound	\$3.90
Platinum	ounce	\$6.83
Poast	gallon	\$68.50
Pounce	quart	\$25.00
Pramitol 25	gallon	\$38.00
Prefar 4E	gallon	\$54.50
Previcur Flex	pint	\$10.62
Princep 4L	gallon	\$19.13
Prinstine	ounce	\$2.37
Prowl H20	gallon	\$32.25
Pursuit DG	ounce	\$13.50
Quadris	ounce	\$2.10
Quilt	gallon	\$124.35
Ranman	gallon	\$700.00
Ridomil	pound	\$15.50
Ridomil Bravo	pound	\$18.20
Ridomil Gold	gallon	\$720.00
Rifle	gallon	\$60.00
Rodeo	gallon	\$64.25
Roundup (bulk)	gallon	\$36.00
Sandea	ounce	\$39.75
Scepter 70DG	pound	\$49.00
Select	gallon	\$219.38
Sencor	pound	\$15.24
Sevin 4F	gallon	\$34.50
Sevin XLR	gallon	\$39.00
Sinbar	pound	\$36.50
Sniper	gallon	\$275.00
Spike 20P	pound	\$14.93
Spintor	ounce	\$4.53
Status	ounce	\$2.80
Steadfast	ounce	\$26.00
Steadfast ATZ	pound	\$24.00
Stratego	gallon	\$165.00
Strategy	pint	\$11.87
Stinger	ounce	\$15.00
Sulfur	pound	\$0.35
Surflan 4AS	gallon	\$65.45
Syncrony XP	ounce	\$7.75

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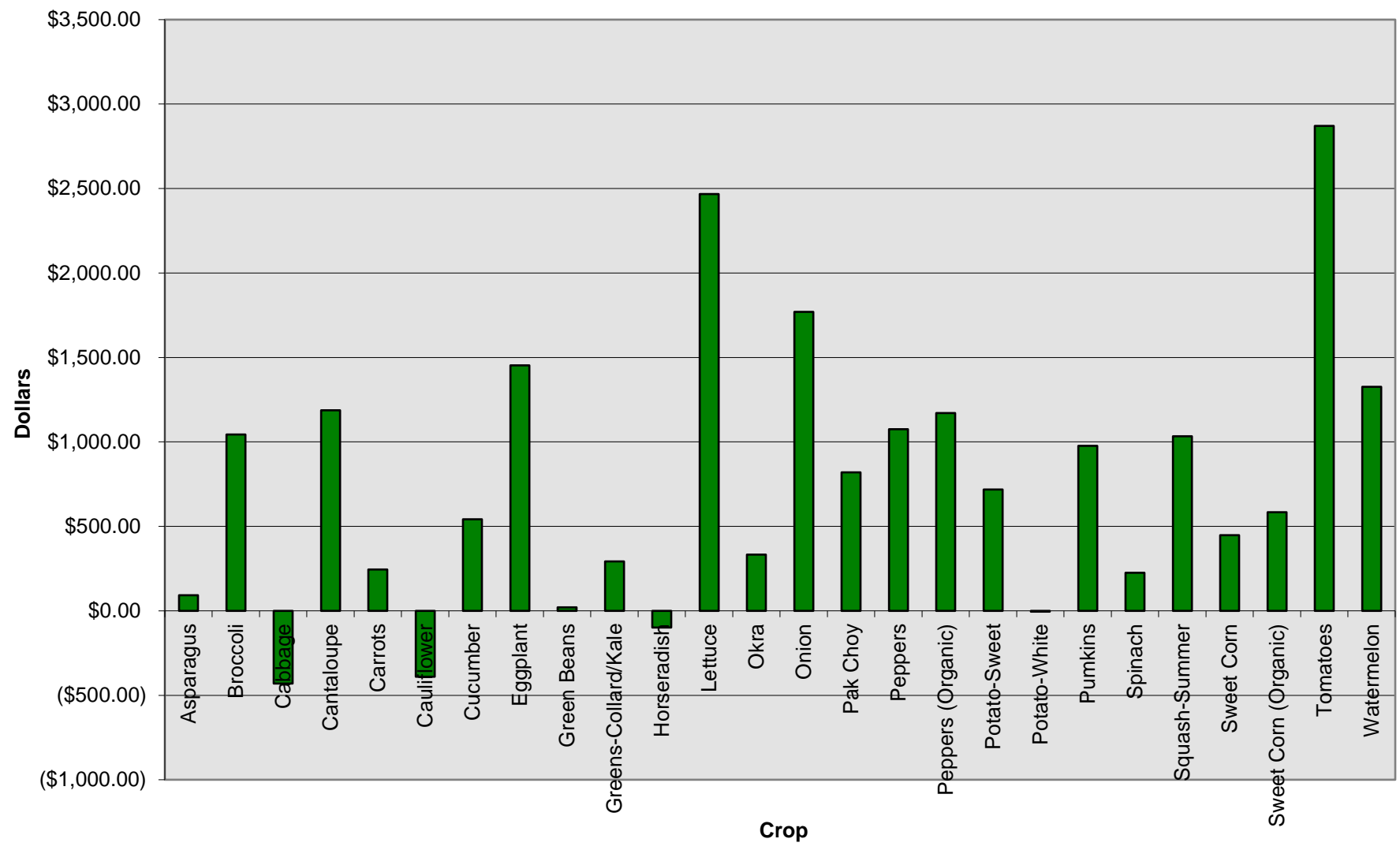
Tanos	pound	\$23.50
Tennocop	gallon	\$33.40
Thionex	quart	\$7.50
Tilt	gallon	\$322.50
Tombstone	gallon	\$260.00
Topsin M	pound	\$18.50
Touchdown Hi Tech	gallon	\$35.00
Treflan	pint	\$2.59
Venom 70	pound	\$129.00
Vydate L	gallon	\$72.00
Warrior T	ounce	\$2.22

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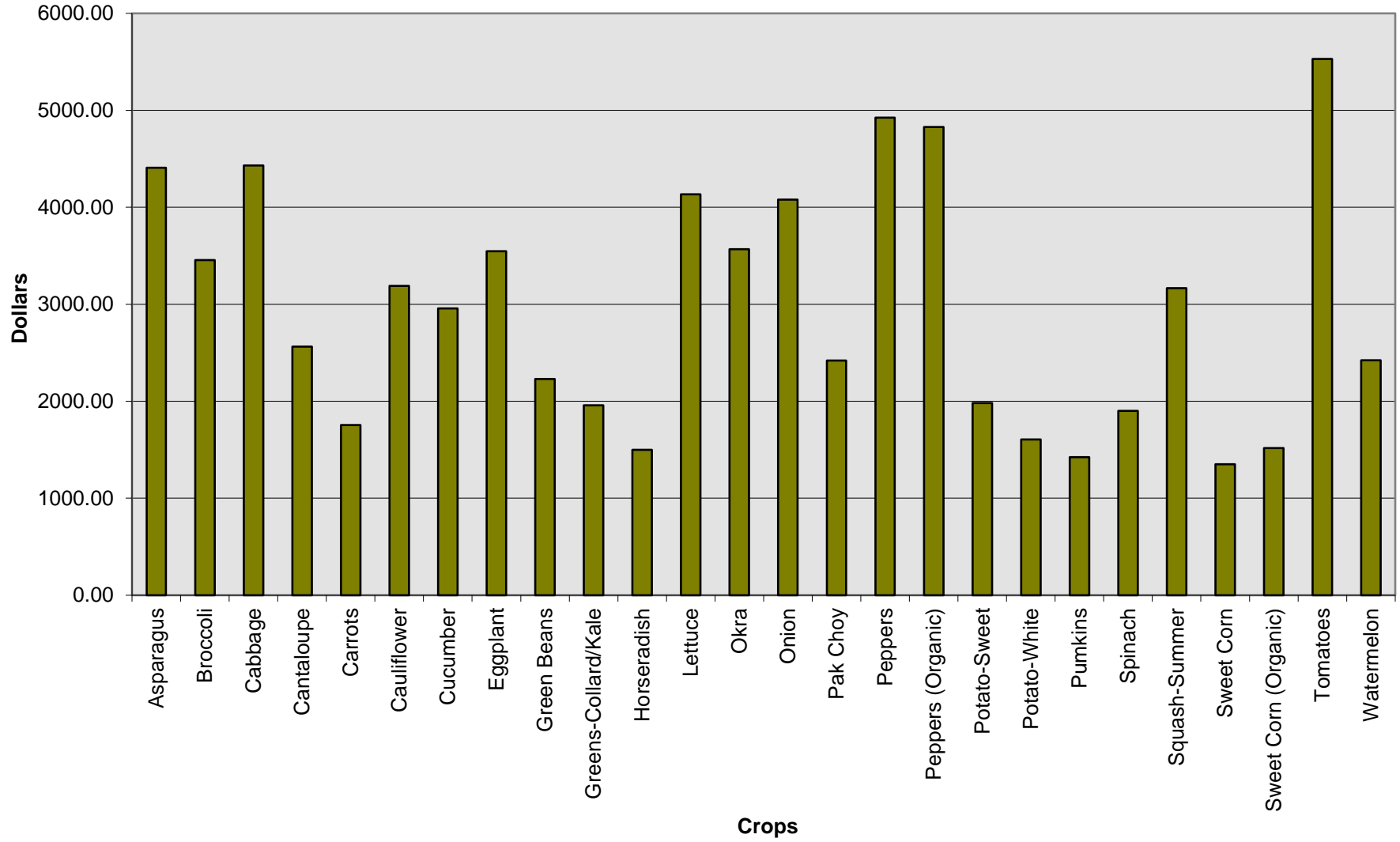
Revenue



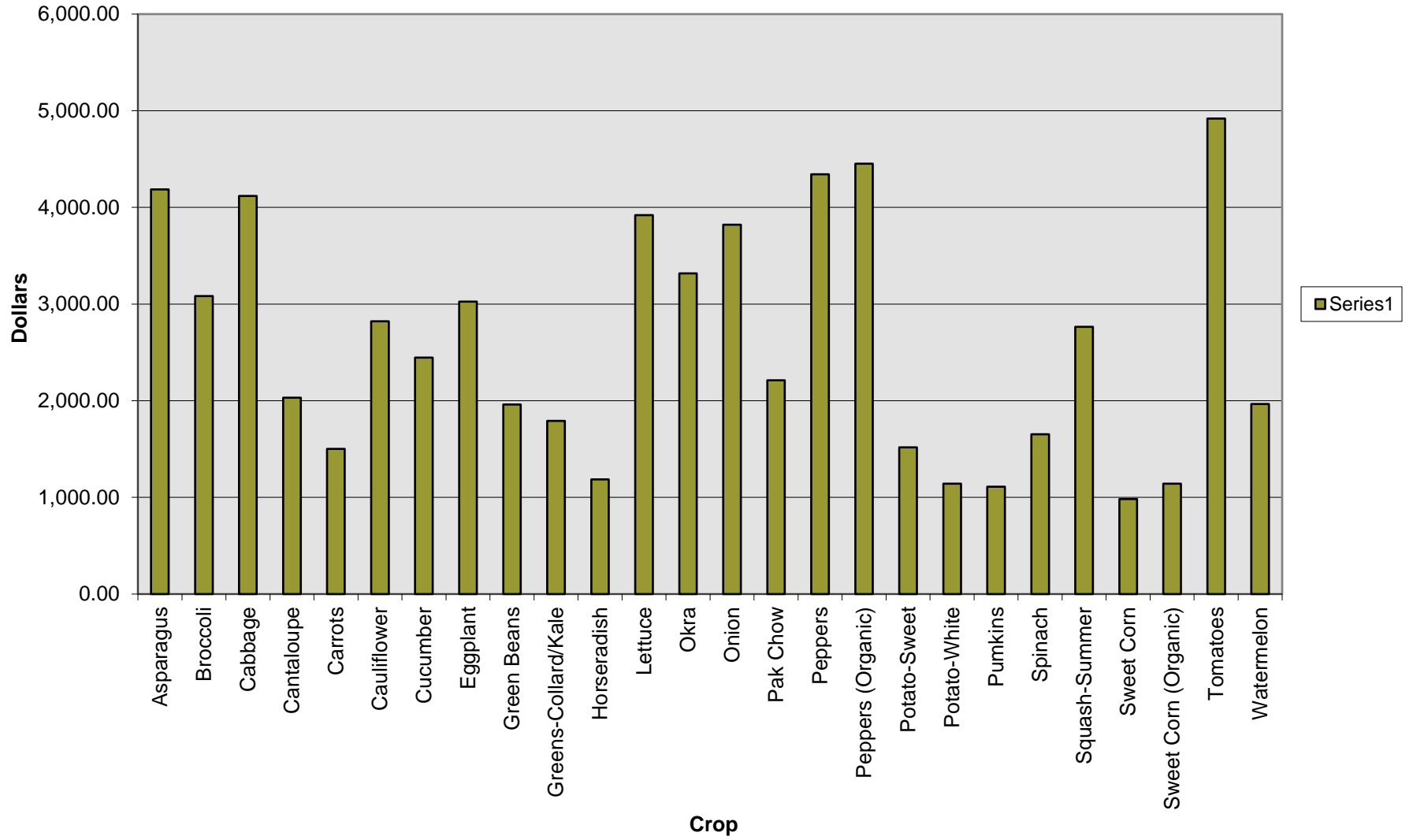
Net Income



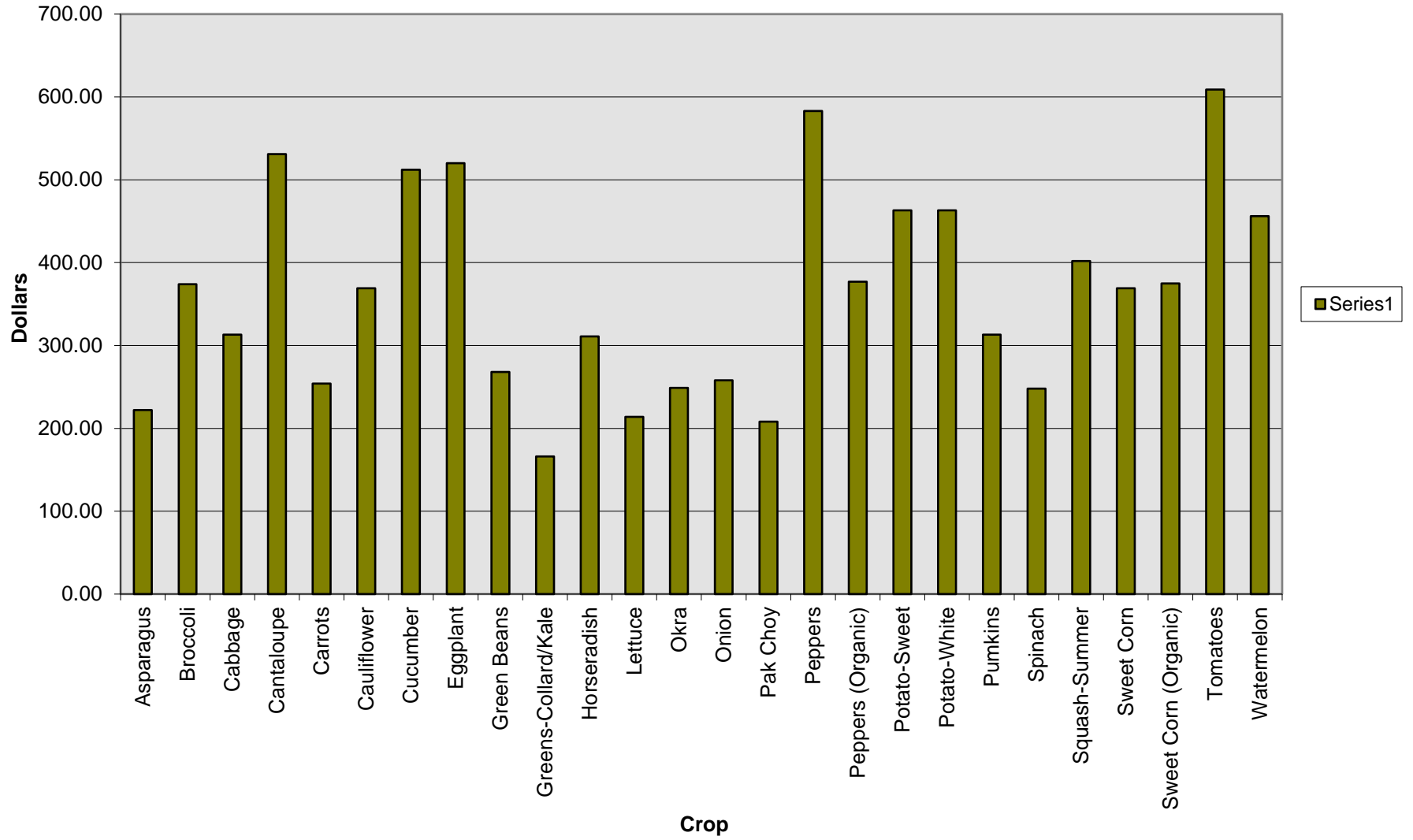
Total Costs



Operating Expenses



Overhead Expenses



PER ACRE FOR YEAR 2008

Summary Sheet for Vegetables

VEGETABLES	YIELD	PER ACRE FOR YEAR 2005				TOTAL	OPERATING	OVERHEAD	NET
		UNIT	PRICE	REVENUE	LABOR*	CAPITAL**	EXPENSE	EXPENSE	INCOME
Asparagus	3000	POUND	1.50	\$4,500.00	120	Low	4,185.91	222.00	\$92.09
Broccoli	500	BOX	9.00	\$4,500.00	200	Medium	3,081.71	374.00	\$1,044.29
Cabbage	40000	POUND	0.10	\$4,000.00	225	High	4,118.04	313.00	(\$431.04)
Cantaloupe	5000	EACH	0.75	\$3,750.00	70	Low	2,032.10	531.00	\$1,186.90
Carrots	25000	POUND	0.08	\$2,000.00	165	Medium	1,501.41	254.00	\$244.59
Cauliflower	400	BOX	7.00	\$2,800.00	220	Medium	2,821.20	369.00	(\$390.20)
Cucumber	350	BOX	10.00	\$3,500.00	120	Medium	2,445.44	512.00	\$542.56
Eggplant	1000	BOX	5.00	\$5,000.00	160	Medium	3,026.52	520.00	\$1,453.48
Green Beans	250	BUSHEL	9.00	\$2,250.00	200	Medium	1,960.70	268.00	\$21.30
Greens-Collard/Kale	7500	POUND	0.30	\$2,250.00	140	Medium	1,791.99	166.00	\$292.01
Horseradish	4000	POUND	0.35	\$1,400.00	68	Low	1,187.44	311.00	(\$98.44)
Lettuce	1200	CARTON	5.50	\$6,600.00	200	Low	3,919.03	214.00	\$2,466.97
Okra	6000	POUND	0.65	\$3,900.00	300	High	3,318.09	249.00	\$332.91
Onion	650	SACK	9.00	\$5,850.00	150	High	3,821.81	258.00	\$1,770.19
Pak Chow	18000	POUND	0.18	\$3,240.00	175	High	2,211.90	208.00	\$820.10
Peppers	800	BOX	7.50	\$6,000.00	200	Medium	4,342.22	583.00	\$1,074.78
Peppers (Organic)	400	BOX	15.00	\$6,000.00	250	Medium	4,451.54	377.00	\$1,171.47
Potato-Sweet	300	BUSHEL	9.00	\$2,700.00	40	Low	1,518.17	463.00	\$718.83
Potato-White	20000	POUND	8.0%	\$1,600.00	50	Low	1,142.26	463.00	(\$5.26)
Pumkins	2400	EACH	1.00	\$2,400.00	60	Medium	1,110.60	313.00	\$976.40
Spinach	250	CRATES	8.50	\$2,125.00	75	Low	1,652.10	248.00	\$224.90
Squash-Summer	700	BOX	6.00	\$4,200.00	190	High	2,765.23	402.00	\$1,032.77
Sweet Corn	1200	DOZEN	1.50	\$1,800.00	40	Low	982.43	369.00	\$448.57
Sweet Corn (Organic)	600	DOZEN	3.50	\$2,100.00	40	Low	1,141.40	375.00	\$583.60
Tomatoes	1200	BOX	7.00	\$8,400.00	325	High	4,919.54	609.00	\$2,871.46
Watermelon	2500	EACH	1.50	3750.00	45	Low	1,967.34	456.00	\$1,326.66

* Labor Requirements: Low < 100 Hrs

Medium >= 100 hrs; < 200 Hrs

High >= 200 Hrs

** Capital Cost: Low < \$1,500

Medium >= \$1,500; < \$3,000

High >= \$3,000

Labor requirements include the number of hours above the custom rates

PER ACRE FOR YEAR 2005

Data Sheet for Graphs: Do not delete or move

VEGETABLES	YIELD	PRICE	VEGETABLES	REVENUE	LABOR*	TOTAL CAPITAL**	VEGETABLES	OPERATING EXPENSE	VEGETABLES	OVERHEAD EXPENSE	VEGETABLES	NET INCOME
Asparagus	3000	1.50	Asparagus	4500.00	Medium	Low	Asparagus	4,185.91	Asparagus	222.00	Asparagus	\$92.09
Broccoli	500	9.00	Broccoli	4500.00	High	Medium	Broccoli	3,081.71	Broccoli	374.00	Broccoli	\$1,044.29
Cabbage	40000	0.10	Cabbage	4000.00	High	High	Cabbage	4,118.04	Cabbage	313.00	Cabbage	(\$431.04)
Cantaloupe	5000	0.75	Cantaloupe	3750.00	Low	Low	Cantaloupe	2,032.10	Cantaloupe	531.00	Cantaloupe	\$1,186.90
Carrots	25000	0.08	Carrots	2000.00	Medium	Medium	Carrots	1,501.41	Carrots	254.00	Carrots	\$244.59
Cauliflower	400	7.00	Cauliflower	2800.00	Medium	Medium	Cauliflower	2,821.20	Cauliflower	369.00	Cauliflower	(\$390.20)
Cucumber	350	10.00	Cucumber	3500.00	High	Medium	Cucumber	2,445.44	Cucumber	512.00	Cucumber	\$542.56
Eggplant	1000	5.00	Eggplant	5000.00	High	Medium	Eggplant	3,026.52	Eggplant	520.00	Eggplant	\$1,453.48
Green Beans	250	9.00	Green Beans	2250.00	Medium	Medium	Green Beans	1,960.70	Green Beans	268.00	Green Beans	\$21.30
Greens-Collard/Kale	7500	0.30	Greens-Collard/Kale	2250.00	Medium	Medium	Greens-Collard/Kale	1,791.99	Greens-Collard/Kale	166.00	Greens-Collard/Kale	\$292.01
Horseradish	4000	0.35	Horseradish	1400.00	Low	Low	Horseradish	1,187.44	Horseradish	311.00	Horseradish	(\$98.44)
Lettuce	1200	5.50	Lettuce	6600.00	Medium	Low	Lettuce	3,919.03	Lettuce	214.00	Lettuce	\$2,466.97
Okra	6000	0.65	Okra	3900.00	High	High	Okra	3,318.09	Okra	249.00	Okra	\$332.91
Onion	650	9.00	Onion	5850.00	Low	High	Onion	3,821.81	Onion	258.00	Onion	\$1,770.19
Pak Chow	18000	0.18	Pak Chow	3240.00	medium	High	Pak Chow	2,211.90	Pak Choy	208.00	Pak Choy	\$820.10
Peppers	800	7.50	Peppers	6000.00	Medium	Medium	Peppers	4,342.22	Peppers	583.00	Peppers	\$1,074.78
Peppers (Organic)	400	15.00	Peppers (Organic)	6000.00	Medium	Medium	Peppers (Organic)	4,451.54	Peppers (Organic)	377.00	Peppers (Organic)	\$1,171.47
Potato-Sweet	300	9.00	Potato-Sweet	2700.00	Low	Low	Potato-Sweet	1,518.17	Potato-Sweet	463.00	Potato-Sweet	\$718.83
Potato-White	20000	0.08	Potato-White	1600.00	Low	Low	Potato-White	1,142.26	Potato-White	463.00	Potato-White	(\$5.26)
Pumkins	2400	1.00	Pumkins	2400.00	High	Medium	Pumkins	1,110.60	Pumkins	313.00	Pumkins	\$976.40
Spinach	250	9	Spinach	2125.00	Medium	Low	Spinach	1,652.10	Spinach	248.00	Spinach	\$224.90
Squash-Summer	700	6	Squash-Summer	4200.00	High	High	Squash-Summer	2,765.23	Squash-Summer	402.00	Squash-Summer	\$1,032.77
Sweet Corn	1200	2	Sweet Corn	1800.00	Low	Low	Sweet Corn	982.43	Sweet Corn	369.00	Sweet Corn	\$448.57
Sweet Corn (Organic)	600	4	Sweet Corn (Organic)	2100.00	Low	Low	Sweet Corn (Organic)	1,141.40	Sweet Corn (Organic)	375.00	Sweet Corn (Organic)	\$583.60
Tomatoes	1200	7	Tomatoes	8400.00	High	High	Tomatoes	4,919.54	Tomatoes	609.00	Tomatoes	\$2,871.46
Watermelon	2500	2	Watermelon	3750.00	Low	Low	Watermelon	1,967.34	Watermelon	456.00	Watermelon	\$1,326.66