

**Projections for Planning Purposes Only -- Not to be Used without Updating**  
**2017 Estimated Costs and Returns per Acre**  
**Oranges, Navel, Mature Orchard, Flood Irrigated, Rio Grande Valley - 100 Acres**  
**South Extension District - 12**

| Crop Acres                              |                                | 100      |             |          |            |                  |
|---|--------------------------------|----------|-------------|----------|------------|------------------|
| REVENUE                                 |                                | Quantity | Units       | \$/Unit  | Total      | Enterprise Total |
| Oranges, Navel                          |                                | 18.00    | Ton         | \$160.00 | \$2,880.00 | \$288,000.00     |
| Total Revenue                           |                                |          |             |          | \$2,880.00 | \$288,000.00     |
| VARIABLE COSTS                          |                                | Quantity | Units       | \$/Unit  | Total      | Enterprise Total |
| <b>Production Costs</b>                 |                                |          |             |          |            |                  |
| Fertilizer                              |                                |          |             |          |            |                  |
| Custom                                  | Ammonium Sulfate (21% N)       | 7.14     | CWT         | \$18.25  | \$130.31   | \$13,030.50      |
|   | Hedging or Topping             | 0.5      | Acre        | \$66.00  | \$33.00    | \$3,300.00       |
|   | Custom Fertilize Citrus        | 2        | Acre        | \$4.40   | \$8.80     | \$880.00         |
|   | Custom Orchard Spray           | 4        | Acre        | \$38.50  | \$154.00   | \$15,400.00      |
|   | Spot Herbicide Spray           | 1        | Application | \$24.00  | \$24.00    | \$2,400.00       |
| Miscellaneous                           |                                |          |             |          |            |                  |
|   | Insurance, Established Oranges | 1        | Acre        | \$85.00  | \$85.00    | \$8,500.00       |
| Insecticide                             |                                |          |             |          |            |                  |
|   | Lorsban 4E                     | 8        | Pint        | \$6.11   | \$48.88    | \$4,888.00       |
|   | Admire Pro                     | 0.875    | Pint        | \$26.67  | \$23.34    | \$2,333.63       |
|   | Vendex                         | 6        | Pound       | \$36.00  | \$216.00   | \$21,600.00      |
|   | Citrus Oil                     | 5        | Gallon      | \$8.20   | \$41.00    | \$4,100.00       |
|   | Agri-Mek SC                    | 0.078    | Gallon      | \$480.68 | \$37.49    | \$3,749.30       |
|   | Provado                        | 20       | Ounce       | \$1.03   | \$20.60    | \$2,060.00       |
| Herbicide                               |                                |          |             |          |            |                  |
|   | Simazine 4L                    | 1.25     | Gallon      | \$20.40  | \$25.50    | \$2,550.00       |
|   | Krovar I 80 DF                 | 3        | Pound       | \$14.88  | \$44.64    | \$4,464.00       |
| Other Labor                             |                                |          |             |          |            |                  |
|   | Unallocated Labor              | 0.0122   | Hour        | \$12.00  | \$0.15     | \$14.64          |
| Other Chemicals                         |                                |          |             |          |            |                  |
|   | Surfactant - Citrus            | 2        | Pint        | \$3.60   | \$7.20     | \$720.00         |
| Irrigation                              |                                |          |             |          |            |                  |
|   | Water Cost                     | 1.20     | Acre/Foot   | \$20.00  | \$24.00    | \$2,400.00       |
|   | Irrigation Labor               | 3.00     | Hour        | \$12.00  | \$36.00    | \$3,600.00       |
| Machinery Labor                         |                                |          |             |          |            |                  |
|   | Tractors/Self-Propelled        | 0.24     | Hour        | \$12.00  | \$2.88     | \$288.00         |
| Diesel Fuel                             |                                |          |             |          |            |                  |
|   | Tractors/Self-Propelled        | 1.21     | Gallon      | \$2.10   | \$2.54     | \$254.10         |
| Repairs & Maintenance                   |                                |          |             |          |            |                  |
|   | Tractors/Self-Propelled        | 1        | Acre        | \$2.63   | \$2.63     | \$262.93         |
|   | Implements                     | 1        | Acre        | \$0.36   | \$0.36     | \$36.48          |
|   | Interest on Credit Line        |          |             | 5.00%    | \$27.74    | \$2,774.32       |
| Total Variable Costs                    |                                |          |             |          | \$996.06   | \$99,605.90      |
| Planned Returns Above Variable Costs:   |                                |          |             |          | \$1,883.94 | \$188,394.10     |
| Breakeven Price to Cover Variable Costs |                                |          |             | \$55.34  | Ton        |                  |
| FIXED COSTS                             |                                | Quantity | Units       | \$/Unit  | Total      | Enterprise Total |
| Machinery Depreciation                  |                                |          |             |          |            |                  |
|   | Tractors/Self-Propelled        | 1        | Acre        | \$2.72   | \$2.72     | \$271.69         |
|   | Implements                     | 1        | Acre        | \$0.33   | \$0.33     | \$32.83          |
| Equipment Investment                    |                                |          |             |          |            |                  |
|   | Tractors/Self-Propelled        | \$21.17  | Dollars     | 7.00%    | \$1.48     | \$148.16         |
|   | Implements                     | \$1.40   | Dollars     | 7.00%    | \$0.10     | \$9.83           |
|   | Allocated Establishment Cost   | 1        | Acre        | \$254.04 | \$254.04   | \$25,404.00      |
|   | Land Cost, Orchard             | 1        | Acre        | \$120.00 | \$120.00   | \$12,000.00      |
| Total Fixed Costs                       |                                |          |             |          | \$378.67   | \$37,866.52      |
| Total Specified Costs                   |                                |          |             |          | \$1,374.72 | \$137,472.41     |
| Returns Above Specified Costs           |                                |          |             |          | \$1,505.28 | \$150,527.59     |
| Breakeven Price to Cover Total Costs    |                                |          |             | \$76.37  | Ton        |                  |

| Example Breakeven Prices |                   |                         |                      |
|--------------------------|-------------------|-------------------------|----------------------|
| Example Yield Percent    | Example Yield Ton | To Cover Variable Costs | To Cover Total Costs |
| 75%                      | 13.50             | \$73.78                 | \$101.83             |
| 90%                      | 16.20             | \$61.49                 | \$84.86              |
| 100%                     | 18.00             | \$55.34                 | \$76.37              |
| 110%                     | 19.80             | \$50.31                 | \$69.43              |
| 125%                     | 22.50             | \$44.27                 | \$61.10              |

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**Information presented is prepared solely as a general guide and not intended to recognize or predict the costs and returns from any one operation. Brand names are mentioned only as examples and imply no endorsement.**