

Salad Onion Production Budget  
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INPUT DATA: Your values in the unprotected or highlighted cells

**Salad Onion Production Budget  
 (Variable Cost Budget)**

Number of acres 1

	BEST	OPT	MEDIAN	PESS	WORST
Yield (30 lb boxes)	900	800.00	700.00	600.00	500.00
Price per box	16.00	14.00	12.00	10.00	8.00

Item	Unit	Quantity	Price	Amt/acre	Total	Yours
<b>Variable Costs</b>						
Seed	lbs	2.00	150.00	300.00	300	_____
Lime, applied	Ton	1.00	35.00	35.00	35	_____
Fertilizer	lbs	1400.00	0.17	238.00	238	_____
Insecticide/1	Acre	2.00	6.00	12.00	12	_____
Fungicide	Acre	8.00	25.00	200.00	200	_____
Herbicide	lbs	4.00	15.00	60.00	60	_____
Fumigation	Gal	75.00	3.50	262.50	263	_____
Custom Application	Acre	1.00	130.00	130.00	130	_____
Labor	Acre	5.00	7.00	35.00	35	_____
Land rent	Acre	1.00	0.00	0.00	0	_____
Irrigation	Appl	8.00	24.00	192.00	192	_____
Interest on Oper. Cap.	\$	1464.50	0.09	65.90	66	_____
<b>PreHarvest Variable Costs</b>				<b>1530.40</b>	<b>1,530</b>	_____
<b><u>Harvest and Marketing Costs</u></b>						
Packaging	Box	700.00	1.40	980.00	980	_____
Labor	Box	700.00	4.50	3150.00	3,150	_____
Boxes	Unit	700.00	1.00	700.00	700	_____
<b>Total Harvest and Marketing</b>			<b>5.90</b>	<b>4830.00</b>	<b>4,830</b>	_____
<b>Total Variable Costs</b>				<b>6360.40</b>	<b>6,360</b>	_____
<b>Fixed Cost</b>						
Machinery	Acre	1.00	44.20	44.20	44	_____
Irrigation	Acre	1.00	78.78	78.78	79	_____
Land	Acre	1.00	0.00	0.00	0	_____
Overhead and Management (15%)	\$	1530.40	0.15	229.56	230	_____
<b>Total Fixed Costs</b>				<b>352.53</b>	<b>353</b>	_____
<b>Total budgeted cost per acre</b>				<b>6712.94</b>	<b>6,713</b>	_____

**Table 13: Break-Even (B/E) Cost Analysis Per (40 lbs) Box of Onion**

Break-Even Preharvest variable cost per (30 lbs) box (\$)	2.19
Break-Even Harvesting and Marketing cost per (30 lbs) box (\$)	6.90
Break-Even Fixed Costs per (30 lbs) box (\$)	0.50
Break-Even Total budgeted cost per (30 lbs) box (\$)	9.59
Break-Even Yield per Acre (30 lb boxes)	559.41

**EXPECTED RETURNS FROM TOTAL ACREAGE**

ACRES	EXPECTED YIELD/AC	VOLUME MARKETED	EXPECTED PRICE	TOTAL RETURNS
1	700.00	700.00	12.00	8,400

**RISK RATED RETURNS OVER VARIABLE COSTS**

Net return levels (TOP ROW);  
 The chances of obtaining this level or more (MIDDLE ROW); and  
 The chances of obtaining this level or less (BOTTOM ROW).

	<u>Optimistic</u>		<u>Expected</u>		<u>Pessimistic</u>		
Returns(\$)	3,922	3,177	2,432	1,687	942	197	-548
Chances	7%	16%	31%	50%			
Chances				50%	31%	16%	7%

**CHANCES FOR PROFIT**

**87%**

**BASE BUDGETED NET REVENUE**

**1,687**