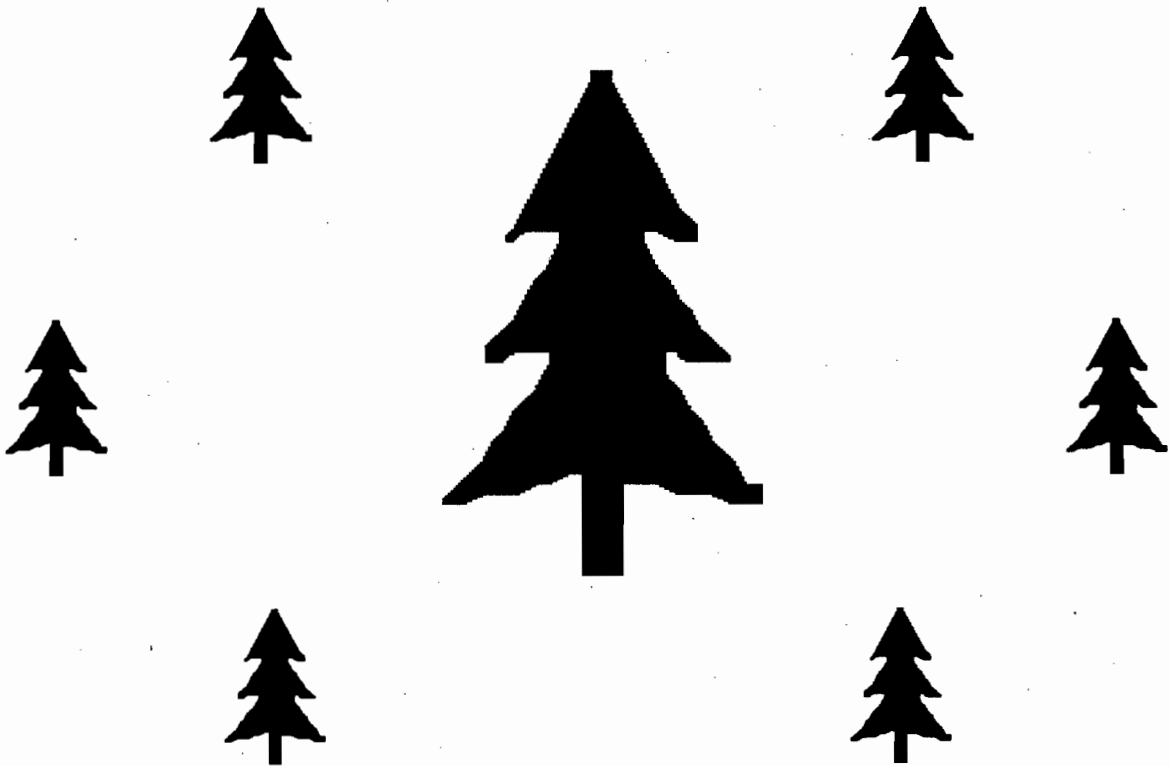


**CHRISTMAS TREES
MONTEREY PINE
1987**



Mendocino County

**Prepared by Peter C. Passof, Forest Advisor, Mendocino County
Adapted from a cost data sheet prepared by Marcum and
Nakamura, 1986**

SAMPLE COST DATA SHEET FOR A MONTEREY PINE RETAIL CHRISTMAS TREE PLANTATION-MENDOCINO CO. 1987

Square ft/tree	36	Percent Harvested	75%
		Number of trees/ac	1210
Total Acres	5	Cost/tree	.18
Selling price/tree	25	Cost/tree/plant	.12

	1987	1988	1989	1990	1991	Totals	Percent of Cost
Year	1	2	3	4	5		
Variable Costs							
Clear Land	200					200	2
Ripping	200					200	2
Planting Labor	145					145	1
Planting Stock	218					218	2
Replant Costs		100				100	1
Fertilization		50	50	50	50	200	2
Pest Control	100	100	100	100	100	500	4
Irrigation	100	125	150	175	200	750	6
Shearing		340	680	700	700	2420	20
Rasal Pruning			340			340	3
Advertising			250	450	400	1100	9
Sales			200	400	400	1000	8
Land Rent	150	150	681	1134	454	2569	22
Depreciation on Equipment	300	300	500	500	500	2100	18
Int. on Investment .105	148	122	310	368	294	1243	11
Total Costs	1413	1165	2951	3509	2804	11842	100

Income							
Tree Sales			6806	11344	4538	22688	
(number)			272	454	182	908	
Total Income	0	0	6806	11344	4538	22688	
Net Profit per Acre	-1413	-1165	3856	7834	1734		

Real Interest Rate .08

Present Value of All Costs	\$9,137	Actual Value of All Costs	\$11,842
Present Value of All Income	\$16,829	Actual Value of All Income	\$22,688
		Net Profit on One Acre	\$10,846
Net Present Value (per acre)	\$7,692		
Christmas Tree Plantation		Actual Return on Investment	92%
		Cost to Produce One Foot of Tree	2.17