

Grower's labor paid at \$4.75/hour

Crawler at \$6.00/hour; small wheel tractor at \$4.00/hour

|   | MACHINERY<br>HOURS | LABOR<br>HOURS | MATERIALS | TOTAL<br>COST     |
|---|--------------------|----------------|-----------|-------------------|
| <b>Preharvest Costs</b>                               |                    |                |           |                   |
| Discing, crawler tractor 3x                           | 1 1/2              | 1 1/2          | \$        | \$ 16.00          |
| Chisel 2x, crawler                                    | 1                  | 1              |           | 11.00             |
| Springtooth & Drag 2x crawler                         | 2                  | 2              |           | 21.50             |
| Pre Irrigate 4" @ \$30/acre foot                      |                    | 1 1/2          | 10.00     | 15.00             |
| Planting, small wheel tractor                         | 2                  | 2              | 36.50     | 54.00             |
| Irrigate, Remove sprinklers 2" @ \$30/acre foot       | 1                  | 1 1/2          | 5.00      | 16.00             |
| Drive Stakes  |                    | 55             |           | 261.00            |
| String 12 x 8 hours each time                         |                    | 96             |           | 456.00            |
| String 2 cases \$130/case                             |                    |                | 260.00    | 260.00            |
| Fertilize 3x, 1 1/2 hr. small wheel tractor each time | 4 1/2              | 4 1/2          | 50.00     | 89.50             |
| Cultivate 7x, small wheel tractor                     | 7                  | 7              |           | 61.25             |
| Irrigate 7x, furrow, 3' @ \$20/acre foot              |                    | 7              | 90.00     | 123.25            |
| Dusting for disease control 12 times                  | 12                 | 12             | 90.00     | 195.00            |
| Pest Control  | 4                  | 4              | 30.00     | 99.00             |
| Repairs   |                    |                | 30.00     | 30.00             |
| Stake Removal, Cleanup, small wheel tractor           | 2                  | 24             |           | 122.00            |
| Rent 25% of crop                                      |                    |                |           |                   |
| Overhead costs  |                    |                | 120.00    | 120.00            |
| <b>TOTAL PREHARVEST COSTS</b>                         |                    |                |           | <b>\$1,950.50</b> |
| <b>Harvest Costs</b>                                  |                    |                |           |                   |
| Pick, Pack, Grade 700, 10 lb. boxes 1 hr/box          |                    | 560            |           | \$2,660.00        |
| 0.75/box  |                    |                | 525.00    | 525.00            |
| Delivery \$.04/box                                    |                    |                |           | 28.00             |
| <b>TOTAL HARVEST COSTS</b>                            |                    |                |           | <b>\$3,213.00</b> |
| <b>Depreciation Costs Per Acre</b>                    |                    |                |           |                   |
| Tractors, equipment                                   | \$1,200            | 7 years        |           | \$ 171.00         |
| Stakes, 1400 @ \$0.60/stake                           |                    | 7 years        |           | 120.00            |
| Irrigation Equipment \$250                            |                    | 10 years       |           | 25.00             |
| <b>TOTAL DEPRECIATION COSTS</b>                       |                    |                |           | <b>\$ 316.00</b>  |
| <b>Interest on Investment @ 12% per acre</b>          |                    |                |           |                   |
| 1/2 equipment, tractors \$600.00                      |                    |                |           | \$ 72.00          |
| 1/2 stakes \$420.00                                   |                    |                |           | 50.00             |
| 1/2 irrigation equipment \$125.00                     |                    |                |           | 15.00             |
| <b>TOTAL INVESTMENT COSTS</b>                         |                    |                |           | <b>\$ 137.00</b>  |
| <b>TOTAL COSTS PER ACRE</b>                           |                    |                |           | <b>\$5,616.50</b> |

SUGAR PEAS

Marketing costs need to be computed by the grower. Salesperson will explain commission charges or other charges that may be levied.

PRODUCTION

| <u>Marketable Yield/Acre (10 lb cartons)</u> | <u>500</u>  | <u>600</u>  | <u>700</u>  | <u>800</u>  | <u>900</u>  |
|--|-------------|-------------|-------------|-------------|-------------|
| <u>Variable Costs/carton</u>                 | <u>8.49</u> | <u>7.84</u> | <u>7.38</u> | <u>7.03</u> | <u>6.76</u> |
| <u>Total Costs/carton</u>                    | <u>9.40</u> | <u>8.60</u> | <u>8.03</u> | <u>7.60</u> | <u>7.26</u> |

Sugar Peas are grown year round in the coastal areas of San Luis Obispo County. Areas further away from the coastal areas are limited to Fall, Winter and Spring production.

In a share rent basis, the tenant provides most of the labor, marketing costs and most materials. The landlord provides the land, land preparation, irrigation water, and some machinery. Net sales revenue is then divided by a mutually agreed proportion between the tenant and landlord.

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Issued in furtherance of Cooperative Extension work, Acts of May 8 and June 30, 1914, in cooperation with the United States Department of Agriculture, Jerome B. Stewart, Director, Cooperative Extension, University of California.