

Production Data: Yield - 20 tons per acre  
 134 trees per acre -- 150 acre orchard

Skilled Labor: \$3.25 per hour including social security and workmen's compensation insurance, and other fringe costs.

Unskilled Labor: \$2.75 per hour including social security and workmen's compensation insurance.

| Operation                   | Hours Per Acre | Cash and Labor Cost Per Acre |                       |  |                 | Total            |
|-----------------------------|----------------|------------------------------|-----------------------|--|-----------------|------------------|
|                             |                | Labor                        | Fuel and Repairs      | Materials Kind & Quantity                    | Cost            |                  |
| <u>Cultural Costs</u>       |                | \$                           | \$                    |  | \$              | \$               |
| Prune                       | 100.0          | 275.00                       |                       |  |                 | 275.00           |
| Brush handling              | 4.0            | 12.00                        | 4.70 (\$1.85+.50)     |  |                 | 16.70            |
| Spray 5x 2m                 | 5.0            | 15.01                        | 19.63 (\$1.85+\$6.00) | Chemicals 60.00                              | 60.00           | 94.64            |
| Blight spray 7x             | 1.5            | 4.88                         | 11.78 (\$1.85+\$6.00) | Chemicals 30.00                              | 30.00           | 46.66            |
| Blight cutting              | 7.0            | 19.25                        | 5.95 (\$.85)          |  |                 | 25.20            |
| Fertilize                   | .5             | 1.63                         | .80 (\$1.10+.50)      | 200 lbs. N+K 65.00                           | 65.00           | 67.43            |
| Chop cover crop 6x          | 3.0            | 9.75                         | 7.05 (\$1.85+.50)     |  |                 | 16.80            |
| Weed control(strip)3x       | .75            | 2.44                         | 1.20 (\$1.10+.50)     | Chemicals 9.50                               | 9.50            | 13.14            |
| Irrigate(sprinkler)8x       | 9.25           | 25.44                        | 1.00                  | Power for 3 $\frac{1}{2}$ ac.ft. @ \$5 17.50 | 17.50           | 43.94            |
| Supervision @ \$4.25/hr.    | 6.0            | 25.50                        |                       |  |                 | 25.50            |
| Miscellaneous               | 2.0            | 6.00                         | 2.00                  |  |                 | 8.00             |
| <b>TOTAL CULTURAL COSTS</b> | <b>139.00</b>  | <b>\$396.00</b>              | <b>\$54.11</b>        |  | <b>\$182.00</b> | <b>\$ 633.01</b> |

Harvest Costs

|                             |     |                 |                                     |  |  |                 |
|-----------------------------|-----|-----------------|-------------------------------------|--|--|-----------------|
| Pick \$27.50/ton (contract) |     | 550.00          |                                     |  |  | 550.00          |
| Scatter bins 3m             | 1.2 | 3.50            | 2.32 (\$1.10+.20+\$3.20+\$1.10+.20) |  |  | 5.82            |
| Haul 2m                     | 2.4 | 7.20            | 5.40 (\$1.10+.20+\$3.20)            |  |  | 12.60           |
| <b>TOTAL HARVEST COSTS</b>  |     | <b>\$560.70</b> | <b>\$ 7.72</b>                      |  |  | <b>\$568.42</b> |

Cash Overhead

|                            |  |  |  |  |  |   |
|----------------------------|--|--|--|--|--|---|
| Misc., Office              |  |  |  |  |  | Interest on production loans, use of pickup truck, etc. 72.10 |
| Taxes                      |  |  |  |  |  | Land and equipment and reclamation under Williamson Act 90.00 |
| <b>TOTAL CASH OVERHEAD</b> |  |  |  |  |  | <b>\$162.10</b>   |

**TOTAL CASH COST** **\$1,363.53**

Management 5% of 20 tons @ \$115 \$115.00

| INVESTMENT               | Per Acre          | Annual Cost     |                    | TOTAL           |
|--------------------------|-------------------|-----------------|--------------------|-----------------|
|                          |                   | Depreciation    | Interest 8%        |                 |
| Land                     | \$1,250.00        | \$              | \$ \$100.00        |                 |
| Trees                    | 3,000.00          | 75.00           | 120.00             |                 |
| Irrigation pipe          | 175.00            | 11.67           | 7.00               |                 |
| Irrigation main and pump | 175.00            | 8.75            | 7.00               |                 |
| Equipment                | 411.00            | 39.83           | 16.45              |                 |
| Buildings                | 100.00            | 5.00            | 4.00               |                 |
| <b>TOTAL</b>             | <b>\$5,101.00</b> | <b>\$140.25</b> | <b>\$ \$254.45</b> | <b>\$394.70</b> |

**TOTAL COST PER ACRE** **\$1,873.23**

**COST PER TON** @ 20 ton yield **\$93.66**

The sample costs in this study are based on a typical set of conditions and include the operations of an average or better producer. Figures are not average and will vary one year to another with weather, variations in cultural practices, and prices paid and received.

Sacramento County Bartlett Pear Production For Years 1963 Through 1973

| Year                   | 1973 | 1972 | 1971 | 1969 | 1968 | 1967 | 1966 | 1965 | 1964 | 1963 | Ave.(10 Yrs.) |
|------------------------|------|------|------|------|------|------|------|------|------|------|---------------|
| Yields/Acre*<br>(Tons) | 13.8 | 16.7 | 15.1 | 20.3 | 19.4 | 3.8  | 17.7 | 7.0  | 22.5 | 7.4  | 14.37         |

\*From Sacramento County Agricultural Commissioner Reports.

Sprinkler instead of flood irrigation costs were used since the trend is toward this method. For any individual grower, some items might be omitted, others added depending on his methods of production.

Basis of Cost Calculations

Labor

1. Skilled, which includes equipment operators and crew supervisors.
2. Unskilled, including pruners, pickers, irrigators and other labor that does not operate equipment or perform specialized tasks.

Interest

The 8% interest charge on investment is based on the assumption that this money could reasonably be expected to provide a 8% return if it were invested elsewhere.

EQUIPMENT INVESTMENT

| ITEM                             | LIFE (YRS.)     | COST             |
|----------------------------------|-----------------|------------------|
| Tractor W.D. 50 H.P.             | 15              | \$ 7,700.00      |
| Tractor W.D. 30 H.P. (2) used    | 6               | 2,400.00         |
| Sprayer air carrier 36" diesel   | 10              | 12,500.00        |
| Forklift attachment (2) low lift | 10              | 800.00           |
| Bin carrier                      | 12              | 15,000.00        |
| Tree squirrel                    | 15              | 4,000.00         |
| Cover crop and limb shredder 9'  | 10              | 1,800.00         |
| Nurse truck (for sprayer)        | 6               | 5,000.00         |
| Weed sprayer, P.T.O.             | 10              | 710.00           |
| Pickup truck 3/4 ton             | 10              | 4,000.00         |
| Ladders (100)                    | 15              | 5,100.00         |
| Picking bags (120)               | 5               | 1,200.00         |
| Bin trailer                      | 10              | 1,500.00         |
| <b>EQUIPMENT INVESTMENT</b>      | <b>PER ACRE</b> | <b>\$ 411.00</b> |

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