

**ENTERPRISE BUDGET**

<b>Classification</b>	Fruit	<b>Province</b>	Western Cape
<b>Enterprise Budget Name</b>	Pears (YR 6-7)	<b>District</b>	Eden
<b>Land Size</b>	1 Ha	<b>Area</b>	Klein Lang Kloof
<b>Date Developed</b>	30 November 2017	<b>Date Updated</b>	10 November 2022
<b>Developer</b>	Nomfundo Nyembe	<b>Updater</b>	Blanche Williams
<b>Soil Type</b>	Sandy loam		

Use this enterprise budget as an aid in the planning process.

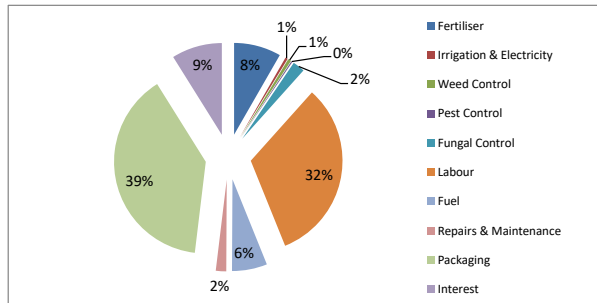
Description	Unit	Price Per Unit	Quantity	Per Ha	Value Per Yield Unit
<b>GROSS INCOME</b>			<b>42 500,00</b>	<b>518 925,00</b>	<b>12,21</b>
<b>Product Income</b>					
Pear - Export market (80%)	Kg	13,50	34000,00	459 000,00	10,80
Pear - Local market (15%)	Kg	9,00	6375,00	57 375,00	1,35
Pear - Juice production (5%)	Kg	1,20	2125,00	2 550,00	0,06
<b>MARKETING COSTS</b>		0,00	0,00	0,00	0,00
<b>GROSS INCOME minus MARKETING COSTS</b>				<b>518 925,00</b>	<b>12,21</b>
<b>TOTAL ALLOCATABLE VARIABLE COSTS</b>				<b>213 634,53</b>	<b>5,03</b>
<b>DIRECTLY ALLOCATABLE VARIABLE COSTS</b>				<b>194 859,76</b>	<b>4,58</b>
<b>A) PRE-HARVEST COST</b>				<b>91 472,44</b>	<b>2,15</b>
<b>FERTILISER</b>				<b>19 423,04</b>	<b>0,46</b>
KCL	Ton	24 380,00	0,40	9 752,00	0,23
Maxiphos 20	Ton	15 576,75	0,30	4 673,03	0,11
3:1:5 (38)	Ton	16 660,05	0,30	4 998,02	0,12
<b>HERBICIDES</b>				<b>1 307,25</b>	<b>0,03</b>
Paraquat	L	111,08	0,45	49,99	0,00
Copper oxychloride	L	167,64	7,50	1 257,27	0,03
<b>PESTICIDES/INSECTICIDES</b>				<b>458,90</b>	<b>0,01</b>
Mineral oil	L	81,54	0,50	40,77	0,00
Alpha-cypermethrin	L	161,00	0,30	48,30	0,00
Emamectin 50 wg	L	369,83	1,00	369,83	0,01
<b>FUNGICIDES</b>				<b>5 463,67</b>	<b>0,13</b>
Mancozeb 800WP	Kg	99,39	50,00	4 969,40	0,12
Cyprodinil	Kg	1 235,95	0,03	37,08	0,00
Flusilazole	Kg	304,80	1,50	457,19	0,01
<b>CASUAL LABOUR</b>				<b>63 819,58</b>	<b>1,50</b>
Casual Labour Thinning/Day	R/Manday	208,71	15,67	3 270,49	0,08
Casual Labour Pruning/Day	R/Manday	208,71	42,00	8 765,82	0,21
Casual Labour Tree training/Day	R/Manday	208,71	21,00	4 382,91	0,10
Casual Labour Fertiliser Spread/Day	R/Manday	208,71	120,00	25 045,20	0,59
Casual Labour Weeding/Day	R/Manday	208,71	84,00	17 531,64	0,41
Casual Labour Irrigation/Hour	R/Manhour	23,19	208,00	4 823,52	0,11
<b>IRRIGATION &amp; ELECIRICITY</b>				<b>1 000,00</b>	<b>0,02</b>
Micro Jet Sprayer	Ha	1 000,00	1,00	1 000,00	0,02
<b>B) HARVEST COSTS</b>				<b>103 387,32</b>	<b>2,43</b>
<b>CASUAL LABOUR</b>				<b>11 687,76</b>	<b>0,28</b>
Casual Labour Harvesting/Day	R/Manday	208,71	53,00	11 061,63	0,26
Casual Labour Loading/Day	R/Manday	208,71	2,00	417,42	0,01
Casual Labour Tractor Driver/Day	R/Manday	208,71	1,00	208,71	0,00
<b>PACKAGING COSTS</b>				<b>91 699,56</b>	<b>2,16</b>
Packaging material: 18.5 kg box	Box	17,58	2 702,70	47 513,51	1,12
Storage, cooling, handling	Bin	380,00	116,28	44 186,05	1,04
<b>GROSS MARGIN ABOVE DIRECTLY ALLOCATABLE VARIABLE COSTS</b>				<b>324 065,24</b>	<b>7,63</b>

<b>INDIRECTLY ALLOCATABLE VARIABLE COSTS</b>			<b>18 774,77</b>	<b>0,44</b>
<b>C) PRE-HARVEST COST</b>				
Fuel	L	21,73	13 444,31	0,32
Repairs & Maintenance			3 978,40	0,09
<b>D) HARVEST COSTS</b>				
Fuel	L	21,73	1 048,07	0,02
Repairs & Maintenance			303,99	0,01
<b>GROSS MARGIN ABOVE TOTAL ALLOCATABLE VARIABLE COSTS</b>			<b>305 290,47</b>	<b>7,18</b>
Interest on Working Capital			20 829,37	0,49
<b>MARGIN ABOVE SPECIFIED COSTS</b>			<b>284 461,11</b>	<b>6,69</b>

<b>NOTES:</b>	
Interest Rate	9,75%
Growing period of Crop (Months)	12
From establishment to Yr 3, fertilizer and chemical application is done by hand	
A bin is equal to 430 kg	

<b>SENSITIVITY ANALYSIS</b>					
<b>YIELD (Kg/ha)</b>	<b>PRICE (R/KG)</b>				
<b>YIELD CHANGE AT 10% INCREMENTS</b>	<b>LESS 10%</b>	<b>LESS 5%</b>	<b>ACTUAL</b>	<b>ADD 5%</b>	<b>ADD 10%</b>
	<b>R 10,99</b>	<b>R 11,60</b>	<b>R 12,21</b>	<b>R 12,82</b>	<b>R 13,43</b>
<b>34000,00</b>	R 139 162	R 159 919	R 180 676	R 201 433	R 222 190
<b>38250,00</b>	R 185 865	R 209 217	R 232 569	R 255 920	R 279 272
<b>42500,00</b>	R 232 569	R 258 515	R 284 461	R 310 407	R 336 354
<b>46750,00</b>	R 279 272	R 307 813	R 336 354	R 364 894	R 393 435
<b>51000,00</b>	R 325 975	R 357 111	R 388 246	R 419 382	R 450 517
<b>BREAKEVEN YIELD (Kg/Ha)</b>	<b>21336</b>	<b>20213</b>	<b>19203</b>	<b>18288</b>	<b>17457</b>

<b>Costs Of Production</b>	<b>R/Ha</b>
Fertiliser	19 423,04
Irrigation & Electricity	1 000,00
Weed Control	1 307,25
Pest Control	458,90
Fungal Control	5 006,48
Labour	75 507,34
Fuel	14 492,38
Repairs & Maintenance	4 282,39
Packaging	91 699,56
Interest	20 829,37



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