

Is Now a Good Time to Replant, The Economics of Blueberry Establishment

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Blueberries

- Industry Growth since early 90's
- Expanding Markets
- Increased Demand
- Increased Planting
- Fresh and Frozen Markets

Michigan Blueberries

Blueberries			Production			Fresh Market		Processed		%
Year	Acres	Yield	Total	Price (lb)	Value(1,000)	Million	Price	Million	Price	Fresh
2007	18,500	5,030	93	\$1.78	165,456	30	\$2.05	63	\$1.64	32%
2006	18,100	4,970	90	\$1.66	149,655	29	\$2.15	61	\$1.43	32%
2005	16,800	3,930	66	\$1.27	83,500	25	\$1.70	41	\$1.00	38%
2004	17,400	4,600	80	\$1.22	97,210	36	\$1.60	44	\$0.90	45%
2003	15,900	3,900	62	\$1.02	63,120	24	\$1.30	38	\$0.84	39%
2002	16,900	3,790	64	\$0.82	52,240	22	\$1.21	42	\$0.61	34%
2001	16,800	4,170	70	\$0.78	54,660	21	\$1.09	55	\$0.55	30%
2000	16,700	3,710	62	\$0.89	55,160	19	\$1.25	43	\$0.73	31%
1999	16,600	4,220	70	\$0.78	54,660	18	\$1.13	52	\$0.66	26%
1998	16,400	2,990	49	\$0.62	30,260	16	\$0.86	33	\$0.50	33%
1997	16,500	4,360	72	\$0.70	50,042	19	\$0.99	53	\$0.59	26%
1996	16,500	2,550	42	\$0.87	36,330	15	\$1.00	27	\$0.79	36%
1995	16,300	4,110	67	\$0.50	33,450	19	\$0.75	48	\$0.40	28%
1994	15,500	3,030	47	\$0.54	25,180	15	\$0.74	32	\$0.44	32%
1993	15,500	5,610	87	\$0.40	34,650	19	\$0.75	68	\$0.30	22%
1992	13,000	2,620	34	\$0.80	27,100	10	\$1.15	24	\$0.65	29%
	ave	3,974	66	\$0.91	63,292	21	\$1.23	45	\$0.75	

2008 Market

- Price collapsed at beginning of Michigan season.
- Excess frozen berries caused price to fall.
- High volumes in fresh market
- Prices 50% of 2007
- Fresh \$1 pound, Frozen \$0.50

Replant?

• **No!**

Blueberry Industry

- Acreage and production continue to expand.
- Blueberry prices are moving from a specialty crop to a commodity crop.
- Low cost producers will have advantages.
- Low cost is per pound not per acre.

Michigan Blueberry Industry

- 2006 Fruit Survey
- Annually produces ~ 90 million pounds of blueberries
- 575 farms, 19,300 acres
 - 8,200 A – overhead irrigation
 - 3,050 A – drip irrigation
 - 3,050 A – other irrigation
 - 4,900 A – no irrigation



Michigan Advantages

- Established Blueberry Industry is part of an Established Fruit Industry
 - Infrastructure –
 - **Processing**
 - **Manufacturing**
 - Knowledge base
 - **Production**
 - **Marketing**

2004 Blueberry Costs

COST ANALYSIS OF BLUEBERRY POTENTIAL PROFIT

Assumptions : All values in COLOR may be changed

Labor Cost/Hr. (no-skill)	\$10.00			
Bulldozer Cost/Hr.	\$100.00			
Cost of Bushes (per bush)	\$3.00			
Cost of Trimming per Bush	\$0.35			
Land Investment / Acre	\$2,300.00			
Real Estate Tax / Acre	\$36.00			
Cost of Nematode Control/Acr	\$125.00			
Custom Planting Cost/Bush	\$0.25			
Fertilizer Cost/Ton	\$280.00			
Interest Rate	7.00%			
Discount Factor	1.00%	40%	60%	
Mechanical Harvest Cost per L	\$0.15	fresh price	process price	ave price
Expected Blueberry Price per	\$0.80	\$1.30	\$0.85	\$1.03
Expected Life of Plantation (ye	20	Charges	\$0.15	\$0.80
Expected Average Yield lb/acr	4000	Real Retur	\$0.95	\$0.70
Bush spacing _ft_	9	4	36	1210
	Row widthw spacing t. per plant ushes/acre			

This cost analysis includes both planting a site and buying a producing field

Mark Longstroth

3/29/2005

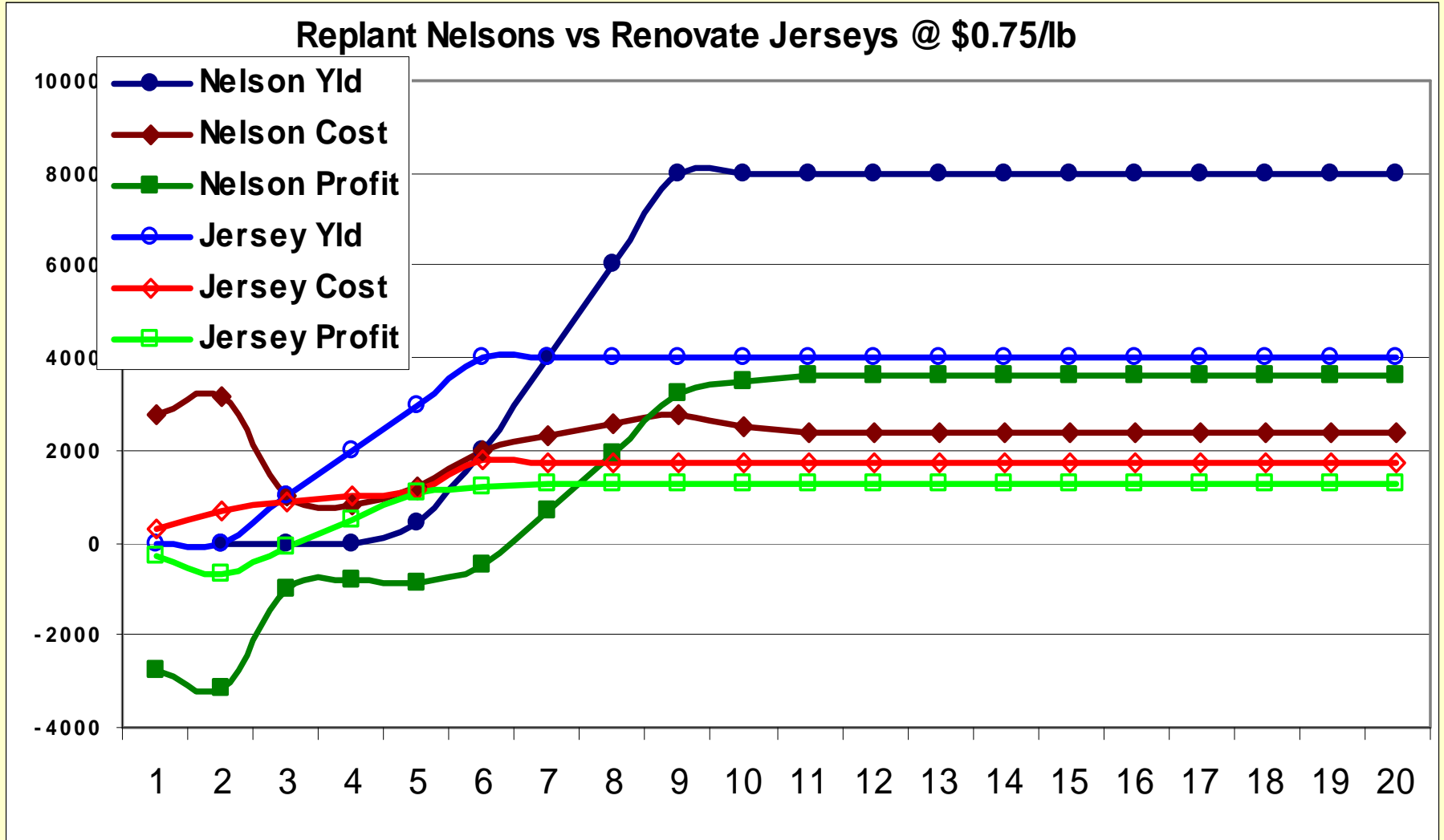
Michigan Blueberries

2004, Development Costs of a New Site, Including Interest

Year	Growing Costs	Interest	Annual Total	Accumulated Total
Site preparation	\$160.92	\$161.00	\$321.92	\$321.92
Year 1	5,269.05	183.53	5,452.59	5,774.51
Year 2	574.83	565.22	1,140.04	6,914.55
Year 3	467.57	645.02	1,112.58	8,027.13
Year 4	765.10	722.90	1,488.00	9,515.13
Year 5	1,204.47	827.06	2,031.53	11,546.66
Year 6	1,293.46	969.27	2,262.72	13,809.39
Accumulated Tot	\$9,735.39	\$4,073.99	\$13,809.39	

7% Interest

2004 Cost to Replant



Michigan Blueberries

2008 COST ANALYSIS OF BLUEBERRY POTENTIAL PROFIT

Assumptions : All values in COLOR may be changed

Labor Cost/Hr. (no-skill)	\$10.00	
Labor Cost/Hr. (skilled)	\$12.00	
Cost of Bushes (per bush)	\$4.00	
Cost of Trimming per Bush	\$0.35	
Land Investment / Acre	\$3,000.00	
Real Estate Tax / Acre	\$50.00	
Cost of Nematode Control/Acr	\$0.00	
Custom Planting Cost/Bush	\$0.25	
Fertilizer Cost/Ton	\$605.00	
Interest Rate	8.00%	
Discount Factor	1.00%	
Mechanical Harvest Cost per L	\$0.15	\$0.50 per p
Expected Blueberry Price per	\$0.50	Assumes M
Expected Life of Plantation (ye	20	See Michg:
Expected Average Yield lb/acr	5000	

Bush spacing _ft_	10	3	30	1452
	Row widthant spacing sq.ft. plant ushes/acre			

Michigan Blueberries

Table 3. Year Two Growing Cost for One Acre of Blueberries

Activity	Labor		Equipment			Material costs	Other costs	Total costs
	hours	cost	hours	code	cost			
<u>Deflowerin</u>	4.00	\$48.00						\$48.00
Weed Control						\$139.94		\$139.94
Weed spr	1.24	\$14.85	1.24	5	\$3.72			\$18.57
40 hp tractor		\$0.00	1.24	3	\$10.26			\$10.26
Hand Hoeii	5.00	\$50.00		1	\$0.00			\$50.00
Fertilizer	1.50	\$15.00			\$0.00	\$60.50 200#		\$75.50
Irrigation operation					\$0.00		\$35.00	\$35.00
Foliar feed			0.20	5	\$0.60	\$4.50		\$5.10
40 hp trac	0.20	\$2.00	0.20	3	\$1.66			\$3.66
Rototill					\$0.00			\$0.00
40 hp trac	1.00	\$10.00	1.00	3	\$8.29			\$18.29
Tiller			1.00		\$0.00		\$8.00	\$8.00
Tillage 3 x					\$0.00			\$0.00
40 hp trac	0.70	\$7.00	0.70	3	\$5.80			\$12.80
Drag			0.70		\$0.00		\$4.45	\$4.45
Cover Crop	0.30	\$3.00	0.30	6	\$0.85	\$6.72		\$10.57
40 hp tractor		\$0.00	0.30	3	\$2.49			\$2.49
Replacement plants					\$0.00		\$319.44	\$319.44
Custom planting					\$0.00		\$19.97	\$19.97
Real Estate Tax					\$0.00		\$50.00	\$50.00
Manageme	1.00				\$0.00		\$12.00	\$12.00
Total	9.94	\$101.85	6.88		\$33.67	\$211.66	\$448.86	\$844.03

Michigan Blueberries

2008, Development Costs of a New Site, Including Interest

Year	Growing Costs	Interest 8%	Annual Total
Site preparation	\$2,234.30	\$240.00	\$2,474.30
Year 1	9,591.26	437.94	10,029.20
Year 2	849.51	1,240.28	2,089.79
Year 3	677.82	1,407.46	2,085.28
Year 4	938.91	1,574.29	2,513.19
Year 5	1,444.07	1,775.34	3,219.42
Year 6	1,504.13	2,032.89	3,537.03
Accumulated To	\$17,240.00	\$8,708.21	\$25,948.21

2008 costs

Major Costs

- Variable Costs ~ \$1,500 to 2,500/A
- Pruning - \$500/A
- Pesticides - \$250/A
 - Could be double \$500/A
- Machinery Costs \$250/A
- Labor Costs ~ 12 hr, \$120/A

Blueberry Costs

- The cost to grow an acre of blueberries is relatively fixed.
- But increased inputs increase yield.
- The cost to grow a pound of blueberries depends on yield per acre.
- The higher the yield per acre the lower the cost per pound.
- Inputs to increase yield are cost effective as long as they increase yield more than they cost.

Michigan Blueberries

Average Yield	Growing Cost per Lb.	Harvest Cost per Lb.	Interest Cost per Lb.	Total Cost per Lb.	Yield lb./bush
2,000	\$0.96	\$0.15	\$1.09	\$2.19	1.4
3,000	\$0.64	\$0.15	\$0.72	\$1.51	2.1
4,000	\$0.48	\$0.15	\$0.54	\$1.17	2.8
5,000	\$0.38	\$0.15	\$0.43	\$0.97	3.4
6,000	\$0.32	\$0.15	\$0.36	\$0.83	4.1
7,000	\$0.27	\$0.15	\$0.31	\$0.73	4.8
8,000	\$0.24	\$0.15	\$0.27	\$0.66	5.5
9,000	\$0.21	\$0.15	\$0.24	\$0.60	6.2
10,000	\$0.19	\$0.15	\$0.22	\$0.56	6.9
11,000	\$0.17	\$0.15	\$0.20	\$0.52	7.6
12,000	\$0.16	\$0.15	\$0.18	\$0.49	8.3
13,000	\$0.15	\$0.15	\$0.17	\$0.46	9.0
14,000	\$0.14	\$0.15	\$0.16	\$0.44	9.6
15,000	\$0.13	\$0.15	\$0.14	\$0.42	10.3
16,000	\$0.12	\$0.15	\$0.14	\$0.41	11.0
17,000	\$0.11	\$0.15	\$0.13	\$0.39	11.7

Machine Harvest at \$0.15/lb.

2008 costs

Michigan Blueberries

Average Yield	Growing Cost per Lb.	Machine Harvest per Lb.	Interest Cost per Lb.	Total Cost per Lb.	Yield lb./bush
2,000	\$0.94	\$0.15	\$0.00	\$1.09	1.4
3,000	\$0.63	\$0.15	\$0.00	\$0.78	2.1
4,000	\$0.47	\$0.15	\$0.00	\$0.62	2.8
5,000	\$0.38	\$0.15	\$0.00	\$0.53	3.4
6,000	\$0.31	\$0.15	\$0.00	\$0.46	4.1
7,000	\$0.27	\$0.15	\$0.00	\$0.42	4.8
8,000	\$0.24	\$0.15	\$0.00	\$0.39	5.5
9,000	\$0.21	\$0.15	\$0.00	\$0.36	6.2
10,000	\$0.19	\$0.15	\$0.00	\$0.34	6.9
11,000	\$0.17	\$0.15	\$0.00	\$0.32	7.6
12,000	\$0.16	\$0.15	\$0.00	\$0.31	8.3
13,000	\$0.15	\$0.15	\$0.00	\$0.30	9.0
14,000	\$0.13	\$0.15	\$0.00	\$0.28	9.6
15,000	\$0.13	\$0.15	\$0.00	\$0.28	10.3
16,000	\$0.12	\$0.15	\$0.00	\$0.27	11.0
17,000	\$0.11	\$0.15	\$0.00	\$0.26	11.7

Michigan Blueberries

2008 - Potential Profit on a Site You Plan to Plant to Blueberries

Planted	Potential Profit from		5,000	Lb./Acre Average Mature Yield			
	Price of		\$0.50	Per Pound			
Year	Yield per acre (Lb.)	Gross Income	Annual growing cost	Harvest cost @ \$0.15 /Lb.	Interest on Investmen 0.0%	Total Annual Cost	Annual Profit
Land Purchase			\$0			\$0	\$0
Site preparation			\$2,232		\$0	\$2,232	(\$2,232)
1	0	\$0	\$9,581	\$0	\$0	\$9,581	(\$9,581)
2	0	\$0	\$844	\$0	\$0	\$844	(\$844)
3	600	\$300	\$673	\$90	\$0	\$763	(\$463)
4	1600	\$800	\$922	\$240	\$0	\$1,162	(\$362)
5	3200	\$1,600	\$1,386	\$480	\$0	\$1,866	(\$266)
6	4000	\$2,000	\$1,474	\$600	\$0	\$2,074	(\$74)
7	4500	\$2,250	\$1,474	\$675	\$0	\$2,149	\$101
8	5000	\$2,500	\$1,474	\$750	\$0	\$2,224	\$276
9	5000	\$2,500	\$1,474	\$750	\$0	\$2,224	\$276

Michigan Blueberries

2008 - Potential Profit on a Site You Plan to Plant to Blueberries

Planted	Potential Profit from	5,000	Lb./Acre Average Mature Yield				
	Price of	\$0.75	Per Pound				
Year	Yield per acre (Lb.)	Gross Income	Annual growing cost	Harvest cost @ \$0.15 /Lb.	Interest on investment 0.0%	Total Annual Cost	Annual Profit
Land Purchase			\$0			\$0	\$0
Site preparation			\$2,232		\$0	\$2,232	(\$2,232)
1	0	\$0	\$9,581	\$0	\$0	\$9,581	(\$9,581)
2	0	\$0	\$844	\$0	\$0	\$844	(\$844)
3	600	\$450	\$673	\$90	\$0	\$763	(\$313)
4	1600	\$1,200	\$922	\$240	\$0	\$1,162	\$38
5	3200	\$2,400	\$1,386	\$480	\$0	\$1,866	\$534
6	4000	\$3,000	\$1,474	\$600	\$0	\$2,074	\$926
7	4500	\$3,375	\$1,474	\$675	\$0	\$2,149	\$1,226
8	5000	\$3,750	\$1,474	\$750	\$0	\$2,224	\$1,526
9	5000	\$3,750	\$1,474	\$750	\$0	\$2,224	\$1,526

Profit of Average Field

Potential profit on a producing site Purchase Price **\$0.00**

Table 11. Potential Profit from 5,000 Lb./Acre Average Mature
Yield and a Price of \$0.50 Per Pound

Year	Yield per acre (Lb.)	Gross Income	Annual growing cost	Harvest cost @ \$0.15 /Lb.	Interest on investment 0.0%	Total Annual Cost	Annual Profit	Accumulated Profit
			\$0		\$0	\$0	\$0	\$0
			\$0		\$0	\$0	\$0	\$0
1	5000	\$2,500	\$1,474	\$750	\$0	\$2,224	\$276	\$276
2	5000	\$2,500	\$1,474	\$750	\$0	\$2,224	\$276	\$551
3	5000	\$2,500	\$1,474	\$750	\$0	\$2,224	\$276	\$827

Michigan Blueberries

2008 - Potential Profit on a Site You Buy and Plant to Blueberries

Table 9-Potential Profit from 5,000 Lb./Acre Average Mature Yield

Year	Yield per acre (Lb.)	Gross Income	Annual growing cost	Harvest cost @ \$0.50 /Lb.	Interest on investment 0.0%	Total Annual Cost	Annual Profit	Accumulated Profit
Land Purchase			\$0			\$0	\$0	\$0
Site preparation			\$2,232		\$0	\$2,232	(\$2,232)	(\$2,232)
1	0	\$0	\$9,581	\$0	\$0	\$9,581	(\$9,581)	(\$11,813)
2	0	\$0	\$844	\$0	\$0	\$844	(\$844)	(\$12,657)
3	600	\$600	\$673	\$300	\$0	\$973	(\$373)	(\$13,030)
4	1600	\$1,600	\$922	\$800	\$0	\$1,722	(\$122)	(\$13,152)
5	3200	\$3,200	\$1,386	\$1,600	\$0	\$2,986	\$214	(\$12,938)
6	4000	\$4,000	\$1,474	\$2,000	\$0	\$3,474	\$526	(\$12,413)
7	4500	\$4,500	\$1,474	\$2,250	\$0	\$3,724	\$776	(\$11,637)
8	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$10,612)
9	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$9,586)
10	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$8,561)
11	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$7,535)
12	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$6,510)
13	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$5,484)
14	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$4,459)
15	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$3,433)

Michigan Blueberries

Average Yield	Growing Cost per Lb.	Hand Harvest per Lb.	Interest Cost per Lb.	Total Cost per Lb.	Yield lb./bush
2,000	\$0.94	\$0.50	\$0.00	\$1.44	1.4
3,000	\$0.63	\$0.50	\$0.00	\$1.13	2.1
4,000	\$0.47	\$0.50	\$0.00	\$0.97	2.8
5,000	\$0.38	\$0.50	\$0.00	\$0.88	3.4
6,000	\$0.31	\$0.50	\$0.00	\$0.81	4.1
7,000	\$0.27	\$0.50	\$0.00	\$0.77	4.8
8,000	\$0.24	\$0.50	\$0.00	\$0.74	5.5
9,000	\$0.21	\$0.50	\$0.00	\$0.71	6.2
10,000	\$0.19	\$0.50	\$0.00	\$0.69	6.9
11,000	\$0.17	\$0.50	\$0.00	\$0.67	7.6
12,000	\$0.16	\$0.50	\$0.00	\$0.66	8.3
13,000	\$0.15	\$0.50	\$0.00	\$0.65	9.0
14,000	\$0.13	\$0.50	\$0.00	\$0.63	9.6
15,000	\$0.13	\$0.50	\$0.00	\$0.63	10.3
16,000	\$0.12	\$0.50	\$0.00	\$0.62	11.0
17,000	\$0.11	\$0.50	\$0.00	\$0.61	11.7

Michigan Blueberries

2008 - Potential Profit on a Site You Plant to Blueberries

		Potential Profit from		5,000	lb./Acre Average Mature Yield			
		Price of		\$1.00	Per Pound			
Year	Yield per acre (Lb.)	Gross Income	Annual growing cost	Harvest cost @ \$0.50 /Lb.	Interest on investment 0.0%	Total Annual Cost	Annual Profit	Accumulated Profit
	Land Purchase		\$0			\$0	\$0	\$0
	Site preparation		\$2,232		\$0	\$2,232	(\$2,232)	(\$2,232)
1	0	\$0	\$9,581	\$0	\$0	\$9,581	(\$9,581)	(\$11,813)
2	0	\$0	\$844	\$0	\$0	\$844	(\$844)	(\$12,657)
3	600	\$600	\$673	\$300	\$0	\$973	(\$373)	(\$13,030)
4	1600	\$1,600	\$922	\$800	\$0	\$1,722	(\$122)	(\$13,152)
5	3200	\$3,200	\$1,386	\$1,600	\$0	\$2,986	\$214	(\$12,938)
6	4000	\$4,000	\$1,474	\$2,000	\$0	\$3,474	\$526	(\$12,413)
7	4500	\$4,500	\$1,474	\$2,250	\$0	\$3,724	\$776	(\$11,637)
8	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$10,612)
9	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$9,586)
10	5000	\$5,000	\$1,474	\$2,500	\$0	\$3,974	\$1,026	(\$8,561)

Michigan Blueberries

Potential profit on a producing site Purchase Price **\$0.00**

Table 11. Potential Profit from 5,000 Lb./Acre Average Mature
Yield and a Price of \$1.25 Per Pound

Year	Yield per acre (Lb.)	Gross Income	Annual growing cost	Harvest cost @ \$0.50 /Lb.	Interest on Investment 0.0%	Total Annual Cost	Annual Profit	Accumu- lated Profit
			\$0		\$0	\$0	\$0	\$0
			\$0		\$0	\$0	\$0	\$0
1	5000	\$6,250	\$1,474	\$2,500	\$0	\$3,974	\$2,276	\$2,276
2	5000	\$6,250	\$1,474	\$2,500	\$0	\$3,974	\$2,276	\$4,551
3	5000	\$6,250	\$1,474	\$2,500	\$0	\$3,974	\$2,276	\$6,827

Michigan Disadvantages

- Older Plantings & Low Yields
- Wide differences in grower competence
- Invest in irrigation etc to increase yields.
- Remove non-profitable fields.
- Plant Newer Higher Yielding varieties.

Factors to Consider

- What will the Blueberry Industry be like in the Future.
- Price will probably remain low for several years if glut of frozen continues.
- Where do you want to be
- How will you get there

What Are Your Advantages?

- Acreage
- Varieties
- Machinery
- Labor
- Finances
- Are you a low cost producer?

Becoming a Low Cost Producer

- Cut inputs?
 - Costs may decline but so do yields and profits also
- Increase Inputs?
 - Yields increase but profits may fall
- Maximum Economic Yield
 - Maximum profit per unit of production

Maximum Economic Yield

- Requires a basic financial and horticultural understanding of your farm.
- How much does it cost to grow a pound of blueberries?
- How much does it cost to grow an acre?
- What other costs besides growing costs are included in your farm?

Build Profit

- Irrigate!
 - Frost Control
 - Increased Growth
 - Increased Bud Set and Fruit
- Tailor Fertilization for the field
 - Soil Tests
 - Tissue Tests
 - Experiment?
- Pest Control

Replant?

- Is the field making money or costing money?
- Production Rising? Falling? Steady?
- What can you do to increase a field profitability.
- Older less profitable fields may not be salvageable and may need to be replaced.

Michigan Blueberries

COST ANALYSIS OF DRAPER BLUEBERRY POTENTIAL PROFIT

Assumptions : All values in COLOR may be changed

Labor Cost/Hr. (no-skill)	\$10.00	
Labor Cost/Hr. (skilled)	\$12.00	
Cost of Bushes (per bush)	\$4.00	
Cost of Trimming per Bush	\$0.35	
Land Investment / Acre	\$3,000.00	
Real Estate Tax / Acre	\$50.00	
Cost of Nematode Control/Acre	\$0.00	
Custom Planting Cost/Bush	\$0.25	
Fertilizer Cost/Ton	\$605.00	
Interest Rate	0.00%	
Discount Factor	1.00%	
Hand Harvest Cost per Lb.	\$0.50	\$0.50 per pou
Expected Blueberry Price per lb.	\$1.25	Assumes Mec
Expected Life of Plantation (years)	20	See Michigan
Expected Average Yield lb/acre	8000	

Bush spacing _ft_	10	3	30	1452
	Row width	plant spacing	= sq.ft. plant	bushes/acre

Michigan Blueberries

2008 - Potential Profit on a Site You Plant to Draper Blueberries

Draper Planting Potential Profit from **8,000** Lb./Acre Average Mature Yield
Price of **\$1.25** Per Pound

Year	Yield per acre (Lb.)	Gross Income	Annual growing cost	Harvest cost @ \$0.50 /Lb.	Interest on investment 0.0%	Total Annual Cost	Annual Profit	Accumulated Profit
Land Purchase			\$0			\$0	\$0	\$0
Site preparation			\$2,232		\$0	\$2,232	(\$2,232)	(\$2,232)
1	0	\$0	\$9,581	\$0	\$0	\$9,581	(\$9,581)	(\$11,813)
2	0	\$0	\$844	\$0	\$0	\$844	(\$844)	(\$12,657)
3	600	\$750	\$673	\$300	\$0	\$973	(\$223)	(\$12,880)
4	1600	\$2,000	\$922	\$800	\$0	\$1,722	\$278	(\$12,602)
5	3200	\$4,000	\$1,386	\$1,600	\$0	\$2,986	\$1,014	(\$11,588)
6	4000	\$5,000	\$1,474	\$2,000	\$0	\$3,474	\$1,526	(\$10,063)
7	4500	\$5,625	\$1,474	\$2,250	\$0	\$3,724	\$1,901	(\$8,162)
8	8000	\$10,000	\$1,474	\$4,000	\$0	\$5,474	\$4,526	(\$3,637)
9	8000	\$10,000	\$1,474	\$4,000	\$0	\$5,474	\$4,526	\$889

Michigan Blueberries

Potential profit on a producing site Purchase Price **\$0.00**
 Table 11. Potential Profit from 8,000 Lb./Acre Average Mature
 Yield and a Price of \$1.25 Per Pound

Year	Yield per acre (Lb.)	Gross Income	Annual growing cost	Harvest cost @ \$0.50 /Lb.	Interest on investment 0.0%	Total Annual Cost	Annual Profit	Accumulated Profit
Value of land			\$0		\$0	\$0	\$0	\$0
Site preparation			\$0		\$0	\$0	\$0	\$0
1	8000	\$10,000	\$1,474	\$4,000	\$0	\$5,474	\$4,526	\$4,526
2	8000	\$10,000	\$1,474	\$4,000	\$0	\$5,474	\$4,526	\$9,051
3	8000	\$10,000	\$1,474	\$4,000	\$0	\$5,474	\$4,526	\$13,577

Michigan Blueberries

High Yielding Fresh Market Field

2008 - Potential Profit on a Site You Buy and Plant to Blueberries

Year	Yield per acre	Potential from Price of	8,000 \$1.00	Lb./Acre Average Mature Yield Per Pound	Harvest cost @ \$0.50	Interest on investment	Total Annual Cost	Annual Profit	Accumulated Profit
Land Purchase					\$0		\$0	\$0	\$0
Site preparation					\$2,232	\$0	\$2,232	(\$2,232)	(\$2,232)
1	0	\$0	\$9,581	\$0	\$0	\$0	\$9,581	(\$9,581)	(\$11,813)
2	0	\$0	\$844	\$0	\$0	\$0	\$844	(\$844)	(\$12,657)
3	600	\$600	\$673	\$300	\$0	\$0	\$973	(\$373)	(\$13,030)
4	1600	\$1,600	\$922	\$800	\$0	\$0	\$1,722	(\$122)	(\$13,152)
5	3200	\$3,200	\$1,386	\$1,600	\$0	\$0	\$2,986	\$214	(\$12,938)
6	4000	\$4,000	\$1,474	\$2,000	\$0	\$0	\$3,474	\$526	(\$12,413)
7	4500	\$4,500	\$1,474	\$2,250	\$0	\$0	\$3,724	\$776	(\$11,637)
8	8000	\$8,000	\$1,474	\$4,000	\$0	\$0	\$5,474	\$2,526	(\$9,112)
9	8000	\$8,000	\$1,474	\$4,000	\$0	\$0	\$5,474	\$2,526	(\$6,586)
10	8000	\$8,000	\$1,474	\$4,000	\$0	\$0	\$5,474	\$2,526	(\$4,061)
11	8000	\$8,000	\$1,474	\$4,000	\$0	\$0	\$5,474	\$2,526	(\$1,535)
12	8000	\$8,000	\$1,474	\$4,000	\$0	\$0	\$5,474	\$2,526	\$990
13	8000	\$8,000	\$1,474	\$4,000	\$0	\$0	\$5,474	\$2,526	\$3,516

Cost to Replant and Profit

